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CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4790

The newsweekly for pharmacy

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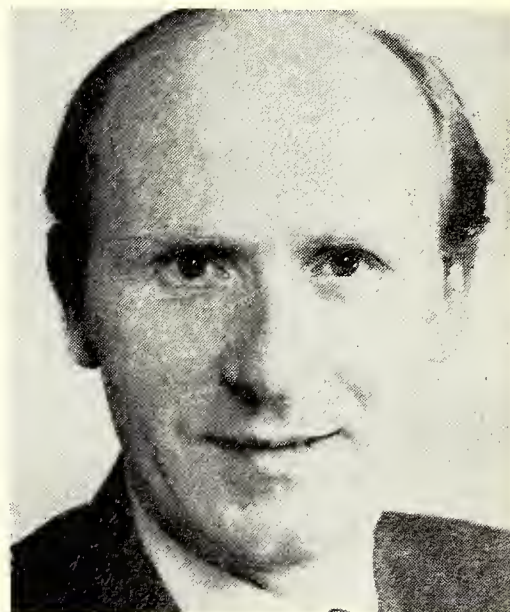
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A Benn Group Journal



The decision of Mr Anthony Barber, Chancellor of the Exchequer, to delay the announcement of VAT details is the subject of growing criticism (see pp 4 and 12)

VAT schedule comes under fire again

Unless the Government brings forward the publication of its draft Bill on value added tax from the coming Finance Bill or delays the actual introduction of the tax, there could be serious difficulties in the training of staff and computer programming.

That assertion is contained in the Budget submission to the Chancellor of the Exchequer made by the London Chamber of Commerce this week.

In making the submission, the Chamber has added its voice to those of other representative bodies—including the National Pharmaceutical Union—that have given warning of severe difficulties to come if the present timetable for VAT introduction is not extended.

It was originally anticipated that a draft VAT Bill would be published at the end of November 1971, but the Chancellor has since stated that no such Bill will appear until the Finance Bill in March or April this year.

Registration of traders for VAT purposes is due to begin in October, and the Government's intention, as declared in the Green Paper published last spring, is that the tax will be introduced by April 1973.

(See: "VAT: nightmare on a chemist's shelves?", page 12.)

Small company regulations

The changes in close companies legislation, announced by the Government following publication of the Bolton report on small firms, will come into effect on February 7.

Under the new Companies (Accounts) Regulations 1971, a company whose turnover for the period to which the accounts relate does not exceed £250,000 will not be required to state it. The present limit is £50,000.

In addition, if the aggregate of directors' emoluments shown in the accounts does not exceed £15,000, particulars of the emoluments of individual directors need not be shown. The present limit is £7,500.

The changes only apply to a company which is neither a holding company nor a subsidiary.

Prescription revenue 'about £20m'

Revenue from prescription charges during 1971 is expected to total "about £20m in England", according to Mr Michael Alison, Under Secretary of State, Health and Social Security, in reply to a Commons question shortly before the Christmas recess.

Mr N. Tebbit asked the Secretary of State for Social Services how many people hold season tickets for prescription charges; to what extent the number has changed since June 1970; and if he will arrange for further publicity to be given to this scheme?

Sir Keith Joseph, Secretary of State, replied: "I am glad to announce that, following increased publicity, about 170,000 people in Great Britain now hold season tickets—an increase of about 100,000 since June 1970. I am anxious to make this method of limiting the personal cost of prescriptions familiar to all, so I propose to arrange for a further national advertising campaign early in the New Year."

Fined £15 for selling lozenges

Fines totalling £15, with £15 costs, were imposed on John Harley Ltd, at Marylebone court after pleading guilty to two summonses brought by the Pharmaceutical Society.

It was alleged that the company sold, at its shop in Queensway, Paddington, through their servant, Benylets' lozenges and that the sale was not supervised by a registered pharmacist.

Mr P. Howe, for the Pharmaceutical Society, told the court that when an inspector visited the shop, he asked for various items, including the lozenges, which were readily



Mrs Catherine Lawlor, of Bray, Co Wicklow, is seen here receiving the Irish Pharmaceuticals Ltd prize, awarded to the best student of the year in the Pharmaceutical Assistants Course, from Mr H. Palmer. Looking on is Mr R. J. Power, president of the Pharmaceutical Society of Ireland

sold to him. At the time of the sale a registered pharmacist was not present, although the assistant who made the sale said that a pharmacist was usually on the premises.

The court was told that the company had one previous conviction recorded against them, when in December 1970 they were fined £20, with £15 costs, for selling a listed poison without a registered pharmacist supervising the sale.

For the defendants it was said that on that occasion the circumstances were different, in that when certain tablets were sold, the pharmacist was helping the police in regard to another matter.

Strychnine theft in Scotland

Twelve grams of strychnine hydrochloride and 200mls of liquor strychninae were among drugs taken by thieves from a pharmacy in Fauldhouse, Scotland on December 18.

Entry to the premises of R. S. Coutts, 3 Main Street, Fauldhouse, Bathgate, West Lothian, was made through a broken rear window. The Lothians and Peebles Police Headquarters stated that they were anxious to hear from anybody who had information leading to the recovery of the drugs. On December 23 an inspector told C&D that none of the drugs had been found.

The haul also included: morphine ampoules; tincture of opium; pethidine, DF118, Seconal Sodium tablets; and Nembutal capsules.

Increase in drug smuggling slows

The quantities of smuggled drugs detected during the year ended March 31, 1971 were higher than in any previous year.

The rate of increase of smuggling dropped, however—there was only an 11 per cent increase on the year ended March 31, 1970 compared with a 90 per cent increase the previous year.

These facts are disclosed in the annual report of the Commissioners of Customs and Excise.

It states that there were 506 seizures, including one of nearly a ton of cannabis, and that there were three seizures involving more than 14,000 LSD tablets.

Included in penalties for smuggling cannabis were fines up to £6,000 and prison sentences of seven years (three cases) and six years (four cases). Four offenders were given the maximum sentence of two years for smuggling LSD. (*Report of the Commissioners of Her Majesty's Customs and Excise. HM Stationery Office. £1.10.*)

Sampling vote

Mr John Myers has asked C&D to point out that at the December Council meeting of the Pharmaceutical Society (C&D, December 11, p 871) he voted against the Practice Committee's recommendation opposing the issuing of samples. His name was omitted from the Society's report.

Planned service is a must'

The Government should give serious consideration to the Pharmaceutical Society's scheme for a planned pharmaceutical service, to avoid what could become the breakdown of the service.

That was the contention of Mr Stanley Blum who spoke at the Western Pharmacists' Association dinner at the House of Commons recently. Mr Blum said that a public outcry had now begun after nearly 2,000 pharmacy closures in the past seven years.

The dilemma had resulted in questions in the House and had even led some borough councils to seek approval to open pharmacies and to pay for them out of the rates.

"Surely," said Mr Blum, "this is evidence enough to convince Sir Keith Joseph that the Society's scheme for a planned service is a 'must' for this Government."

Commenting on the belief that more medicines would be restricted to "prescription only" under the provisions of the Medicines Act, he said that if that were true it must be firmly resisted at parliamentary level. With the move into the EEC British pharmacists would be the laughing stock of their continental counterparts, who were already permitted to counter-prescribe many potent medicines. If there was any move it should be to "de-restrict" the British pharmacist.

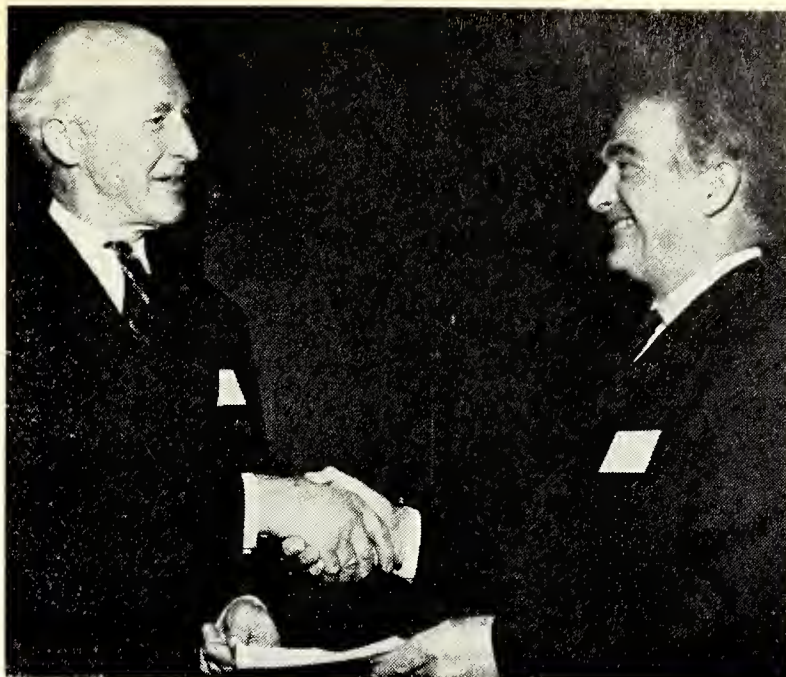
The Western Pharmacists' Association were the guests of Mr Bernard Weatherill, a Government whip and Member for Croydon North-East.

Flying drug service?

Emergency drugs, blood and other vital materials may be transported in future by an auxiliary medical flying service now being discussed by doctors.

During the past few weeks the London Hospital Group has been organising an emergency flying service by pilots with their own aircraft. Shortly before Christmas they were able to airlift a kidney from Wales to France for a transplant.

The Orkney Islands have their own "flying doctor". He is Dr George Mears, who is also the Orkney representative on the Scottish GMS committee.



An official booking form providing one hundred free places on Outward Bound Courses next year, is presented to Sir Spencer Summers, chairman of the Outward Bound Trust, by Mr Eric J. Abbs, a Director of Reckitt & Colman Food Division at a recent Press conference. The company is sponsoring a competition for these places as part of its sport and outdoor activities programme behind Robinson's Barley Waters for 1972 (C&D, December 11, 1971, p 862)

A drugs advisory centre in resort

Bournemouth citizens can now get help and advice on drugs from the Bournemouth Drug Advisory Centre.

The centre is one outcome of initial collaboration between Mr Kenneth Callow, secretary of the Wessex region of the Pharmaceutical Society, and the Assistant Principal Probation Officer for Hampshire. Mr Callow is also a local magistrate.

Trained volunteers, including a pharmacist, Miss Janet Trump, are available to staff the centre which is open two nights a week. Worried parents, youth leaders, teachers or friends of those involved with illegal drugs can attend or phone for advice. There are facilities for identifying any tablet, capsule or other substance which may be subject to misuse. The centre, set up only recently, has already received several inquiries, but it is anticipated that it will be busier in summertime with the seasonal influx of young people and an increase in the drug problem.

The centre is run by the Bournemouth drug advisory committee which was set up in January 1969 and includes members from all interested professions and voluntary organisations. Mr J. R. Phillips, a local pharmacist, represents

three Rotary clubs on the committee and Mr Callow is the chairman.

The advisory committee are intending also to run an evening course for local teachers on drug abuse. The aim is to involve at least one teacher from every school.

BMA comments on illegibility

"It would appear that the problems of (prescription) illegibility—and of incorrect prescribing—are on the increase," says the December issue of *BMA News*.

It continues: "Some of the specimens collected together by the pharmaceutical organisations are really disturbing—when considered as inter-professional communications intended to convey precise and important information necessary for the proper treatment of patients."

The article points out that such prescriptions represent only a small fraction of those written and that no harm is done—"save to give annoyance

and extra work to the pharmacist, and to cause delay and inconvenience to the patient—because reference back to the prescriber is obviously necessary."

It concludes that it would be to everyone's advantage if doctor's would ensure that all prescriptions were completely legible.

NHS spending at record level

In 1970, spending on the National Health Service exceeded 5½ per cent of National Income for the first time. The total cost of NHS services was £2,158m. Those facts are contained in the latest Office of Health Economics information sheet which was published on December 20.

The sheet also analyses total NHS expenditure by sector. The hospitals continue to take the largest share of resources, 62 per cent in 1970. The 1970 hospital percentage was the highest ever.

Of the remaining expenditure, the pharmaceutical services took £209m or 9.7 per cent of the total, the family doctor service took 8.0 per cent, the local authority health services 10.3 per cent, while dentists, opticians and other services accounted for the remaining 10 per cent.

(OHE, information sheet No 15, 162 Regent Street, London W1R 6DD).

Pharmacies shut—baby dies

A baby died in Wolverhampton over the Christmas holiday after his father had been unable to get a prescription dispensed.

Reported as a front-page story in Wednesday's *Daily Express*, the death was said to reveal "an apparent communication gap in the town's emergency services".

Two doctors from a locum service saw the three-month-old baby and the father spent two days looking for an open pharmacy. All shops were closed, "but there were no notices in the windows advising what to do in an emergency".

The father, a Sikh, consulted the locum service again and took the baby to the casualty department of the Wolverhampton Royal Hospital, but at no time was he directed to the police, who would have been able to put him in touch with a pharmacist to dispense the prescription.

COMPANY NEWS

Profits up at British Oxygen

Pre-tax profits, after interest charges, of British Oxygen Ltd reached £19.72m in the year ended September 30, 1971 (compared with £18.51m in the previous 12 months).

A final dividend of 8 per cent, against 9 per cent maintains the total at 12 per cent.

Group net attributable profits, before exceptional items, improved by £788,000, from £7.7m to £8.49m, after showing a rise of £465,000 at the end of the first nine months.

Sales increased from £207.8m to £234.5m for the year.

Last April, at the annual meeting, chairman Mr J. S. Hutchison said that, despite industrial unrest and the disturbed economic pattern in the first part of the year, he expected the full results to match those of 1969-70.

Good trading by Cockburn

Sales by Cockburn & Co Ltd rose by 15 per cent during the six months ended September 30. Estimates of net profit for the half year are £34,000 compared with £27,000 a year earlier.

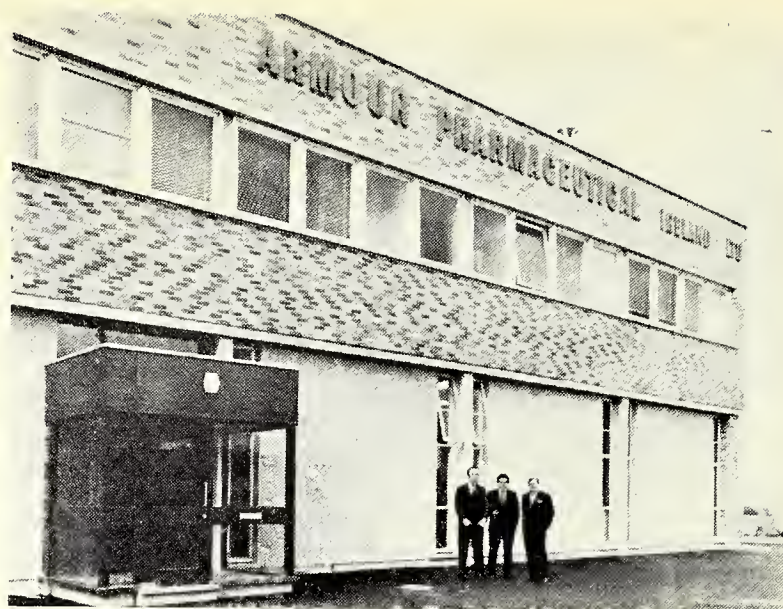
The board propose to keep the interim on Ordinary shares at 5 per cent on the increased capital (6 per cent on the old capital).

Turnover has continued to increase and the directors are confident that the full year's profits will be substantially higher than the previous year's.

Minnesota Mining Co renamed

3M United Kingdom Ltd is the new name for the operation in the UK of the Minnesota Mining and Manufacturing Co. The UK company was previously the Minnesota Mining and Manufacturing Company Ltd.

Announcing the change, Mr Jack Zoethout, the UK managing director, said it was recognised that increasingly over the



Armour Pharmaceutical (Ireland) Ltd's new plant in Kilbarrack Road, Sutton, Dublin, was opened recently. The plant will function as an integrated part of the Armour Dial group's growing international chemical business. It will manufacture compounds for Europe and the Commonwealth countries. Sales of all the Reheis Aluminium compounds in the UK will continue to be handled by Wilfrid Smith (Fine Chemicals) Ltd, Edgware, Middlesex

years the company had been referred to simply as 3M. The new name also identified the company's location clearly. Similar changes of name are being made by 3M companies in other parts of the world.

The operation of the UK company and its association with the parent company in St Paul, Minnesota, are in no way affected by the change.

The UK company has five major product divisions—abrasive, adhesive and chemical products; pressure-sensitive tape, film and medical products; business communication products; magnetic and electrical products; and reflective, printing and photographic products.

'Record' forecast for ABM

Record profits for the current year are forecast by Mr Peter Parker, chairman of Associated British Maltsters Ltd, in his annual review.

He points out that it is the group's strategy to continue to build up analogous non-malting activities, in order to reduce dependence on the malting industry. That policy, he says, is based on a belief that chemicals and flavouring essences are growth areas—"and it is our aim to make the most of our interests in these activities both at home and abroad."

It was announced on December 22 that the bid for ABM made by Giltspur Investments

last November had been allowed to lapse due to insufficient acceptance.

Bydand group return loss

Bydand Ltd are paying no dividend for the year to March 31, 1971.

Net attributable loss amounted to £1,159,386 (£69,183 in 1969-70), of which £681,173 was attributable to non-recurring items.

Commenting on the future, the directors say that if holders approve the arrangements with Ormont Drug and Chemical Company, the year-end will be changed to coincide with that of Ormont: that is, a calendar-year basis.

For April-September, the group continued to operate at a substantial loss—the preliminary figure is £198,000—but is expected to return to profit in October-December.

In brief

Rice Steele & Co have opened a new headquarters building at Cookestown Industrial Estate, Tallaght, co Dublin. The 10,000 sq ft premises have been specially designed for pharmaceutical manufacturing, housing modern equipment for tableting and other operations.

Fisons Pharmaceuticals: A five-storey office block has been brought into use at the headquarters at Loughborough with some 33,600 sq ft of floor

space. There is accommodation for about 230 staff in open-plan and separate offices and there are also a kitchen and dining room and the directors' suite, and a switchboard to serve all the Fison plant in Loughborough.

Montana (London) Ltd, have moved to Crown House, Morden, Surrey (01-540 9221).

Appointments

Polaroid (UK) Ltd have appointed Mr Barry Taylor general sales manager at the head of their sunglass marketing division. This is a new post. Mr Taylor was formerly manager of the company's special markets division. He has been with them since 1965.

The company's former sunglass sales manager, Mr David Mayhew, has been appointed manager, sunglass products Europe, within Polaroid Corporation's International Division. He will be responsible for the general co-ordination of sunglass marketing and manufacturing programmes throughout Europe, and will also assist Polaroid's marketing companies in the development of their local sunglass marketing programmes.

Willows Francis Group: Mrs M. B. Koszuta has been appointed chief chemist of the group's Epsom branch with responsibility for laboratory administration covering analytical quality control, microbiological and research and development functions.

Wilkinson Sword (Acton) Ltd have appointed Mr R. A. H. Rivers as sales director (UK). He joined Wilkinson Sword in October 1969 as sales manager in charge of grocery outlets and became general sales manager in 1970.

Phillips Yeast Products Ltd: Mr D. H. G. Phillips has resigned as chairman and from the board. Mr W. R. Willison and Mr A. V. Thurston have also resigned as directors.

Mr J. T. Dew has been elected chairman.

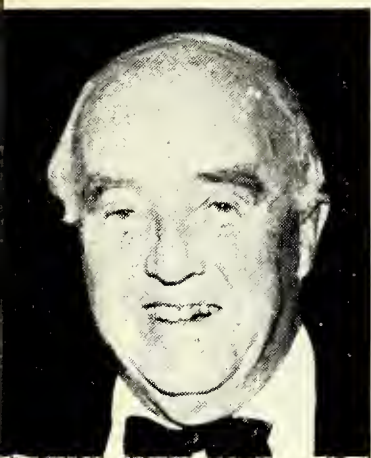
Rapidol Ltd: Mr A. B. Meadowcroft has been appointed South-western area sales representative and will cover counties from west Sussex across to Dorset and east Somerset.

Izal Ltd have appointed Mr Peter D. Rose their field sales manager for North London in their trade sales department.

PEOPLE

Professor Charles Best, co-discoverer of insulin, was in London before Christmas to attend a Buckingham Palace investiture. He was made a Companion of Honour.

During his visit he also attended a reception given by the British Diabetic Association. Professor Best has been actively supporting the Association's appeal for funds, which was launched earlier in the year.



Professor Charles Best

Sir Frank Schon has resigned from his non-executive position on the board of Laporte Industries (Holdings).

Mr Norman Berry, FPS, MInstM, regional manager Burroughs Wellcome & Co in UK and Ireland retired on December 31, 1971 after 25 years with The Wellcome Foundation Ltd.

He joined the company in 1946 as a medical representative in his native Lancashire. He interested himself in pharmaceutical affairs and was president of the Bolton Pharmaceutical Association in 1951.

He moved to London in 1954, became assistant manager, Home Sales (medical) in 1955 and two years later manager of Home Sales (veterinary). In 1959 he was appointed general sales manager of Burroughs Wellcome & Co (Pakistan) Ltd and became sales director in 1961.

In 1963 he became managing director of Burroughs Wellcome & Co (South Africa) Ltd and returned in 1967 to take up his present position where he was responsible for production, distribution and marketing in UK.

Not only has Norman Berry made a valuable contribution

to the growth of the company but he has also played an important part in the affairs of the pharmaceutical industry.

During the past three years he has been chairman of the British Insulin Manufacturers executive committee and a member of council of the Ethical Division of ABPI.

Deaths

Hillman: On December 20, Mr George Cecil S. Hillman, FPS, 2 Ratton Garden, Ratton Drive, Eastbourne. Mr Hillman was for many years secretary of the Woking Branch of the Pharmaceutical Society, and was twice its chairman.

Smith: On December 19, Norman Frederick McCartney Smith, aged 79. Mr Smith was a director of Rapidol Ltd, 32 Dover Street, London W1X 3RA, for 50 years until his retirement through ill health a few years ago.

NEWS IN BRIEF

□ The Home Secretary has withdrawn authorities to possess, supply and prescribe dangerous drugs from Clive Anthony Watkins, BDS, 10 Brayburne Avenue, London, SW4.

□ A fire occurred on a Sunday morning recently at the Regent Pharmacy, Ermine Road, Hoole, Chester. It was put out in just over an hour by firemen, wearing breathing aids.

□ The official index figure which measures changes in the average level of retail prices was 157.3 on November 16, compared with 156.4 on October 19 (January 16, 1962=100).

□ Information paper No. 11 issued by the Chemical and Allied Products Industry Training Board deals with metrication. Included is a list of abbreviations or symbols for various units of measure.

□ Fire destroyed the Wellcome Marine Laboratory's workshop at Robin Hood's Bay, Yorkshire, recently. The building was constructed four - and - a - half years ago following a donation of £25,000 from the Wellcome Trust. It was attached to Leeds University.

□ 55 patients suffering from angina pectoris were involved in a trial on the use of perhexiline maleate which was reported in a recent *British Medical Journal*. The substance, provided by Richardson-Merrell Ltd, proved to be valuable, particularly in patients not responding to other antianginal agents.

Topical reflections by Xrayser

Perfumes

Since these lines are being penned on Christmas morning it is probably still in order to offer the compliments of the season, though by the time they appear in print life will be returning to what is regarded nowadays as normal. The beautifully presented range of goods offered in the pharmacy will, it may be hoped, have found its way to grateful recipients and the shelves will look bare and untenanted.

I have been struck anew by the ingenuity and the artistry displayed by the manufacturers, and have reflected more than once on the changes that have taken place since I entered pharmacy. In those days there was still very much an atmosphere of *sec art.*, for we made and packed our own lavender water and eau de Cologne.

For some months there had been a careful selection of the essential oils used in their preparation, and the placing of the order was something of a ceremonial occasion in which samples of the delicate ingredients were passed from hand to hand and wafted gently to and fro under the sensitive nostrils of the pharmacist and the Eastern potentate who offered them. Reason tells me that the salesman wore a top hat, but through the mists of time I seem to discern a dark beard and silken robes and a turban—though I may be wrong about the dancing girls.

In any event, the time came when the waters were prepared and packed into bottles closed with an ingenious cork which had a metal sprinkler top tied up with a piece of fancy ribbon. The only rival from across the sea was a Cologne from the Channel Islands.

In addition to all that we prepared bath salts of various colours and perfumes, packing them in wide-mouth bottles with boxwood-top corks and neat little bows of coloured ribbon.

Tragedy

In that same pharmacy I, as the lowest paid and the hardest worked member of the staff, had thrust upon me the onerous office of Custodian of the Leeches. Your extremely interesting article on Covent Garden and James Butler recalled that far-off post to mind, and in describing it as I do, I do not overstate the importance of my duties or responsibility.

I think the full complement was six, and their abode was a jam jar covered with a piece of muslin secured by an elastic band. It was my duty to "water" them from time to time, which I did under a gently-running tap, keeping a careful eye on the playful creatures. But life did not permit of dalliance and other things had to be attended to, and Hirudo himself and his five colleagues took advantage of my brief absence to vanish down the wastepipe, leaving a bereft apprentice to break the sad news gently to a peppery old gentleman who seemed at that moment to be in urgent need of the services of the departed.

The cost was deducted from wages and I wore a black tie as a mark of respect.

Bleeding

Bleeding, by lancet or leech, was in the 18th century considered "proper" for inflammations of all kinds—intestine, womb, bladder, kidneys, throat and eyes, as also in asthma, sciatic pain, coughs, and headaches as well as apoplexy, strangulation, drowning and suffocation.

One cannot wonder that by 1832 no fewer than 57½ million leeches were imported into France.

NEW PRODUCTS AND PACKS

Cosmetics and toiletries

The fun of the fair

Orlane's new spring make-up is claimed to have "all the brightness and gaiety of the fairground" and has therefore been named Carrousel. Satilane foundation Carrousel is offered in a jar (£2.65) or tube (£1.80). Poudre Orlane Carrousel (£1.45) "enhances the golden glow of the skin." Agate lipstick Carrousel (£0.95) is a gleaming coral whilst the agate lipstick Carrousel Bis (£0.95) is a shiny tangerine colour.

The Carrousel powder eyeshadow (£1.85) is a green-gold shadow and the eyeliner (£1.50) a "pistachio green". Powder rouge No 4 (£2.90) "gives a touch of suntan to the cheeks. The matching nail enamels in vivid coral are available in pearl frosted (£1.05) or clear (£0.85) (Distributors Sirex Ltd, 123 High Holborn, London WC1).

Gardening

A trio of chemical treatments

A systemic fungicide for the amateur gardener, is one of three new products to be launched by Pan Britannica Industries Ltd. It will be issued under the title Benlate and be available from February 1. The other new products, Bromophos and Bio Lawn Tonic, will become available at the same time.

Benlate is effective in the treatment of mildew and black spot. There is no need for the gardener to spray before the disease appears. He can wait for the first signs of trouble before spraying, and then simply repeat the process one week later. Pack is a carton containing sufficient to make 2 gallons of spray, (£0.30). Benlate is a registered trademark of E. I. du Pont de Nemours and Co (Inc).

Bromophos is a soil pest killer that is said to be "vegetable safe", destroying cabbage root fly, cutworm, wireworm, carrot fly and chafer grub without causing delayed harvesting or taint in root crops. Pack will treat 20 sq yd (£0.30).

The third of the new products, Bio Lawn Tonic, is a lawn food that is watered-on and can be used during hot dry spells without risk of scorch. The pack contains

sufficient to treat 1,000 sq ft (£0.45) includes a measuring spoon (Pan Britannica Industries Ltd, Waltham Cross, Herts).

Photographic

Contact proof printer

Paterson Products have now introduced a new model of their contact proof printer (£3.15) which is injection moulded in tough ABS plastic.

The printer was first introduced in 1964. It allowed a complete 35mm or 120 film to be contact printed onto a single sheet of 8 x 10in paper, and embodied an entirely new method for locating the negative strips allowing the edge numbers to appear on the print.

The function is basically unchanged and the mask design and glass pressure

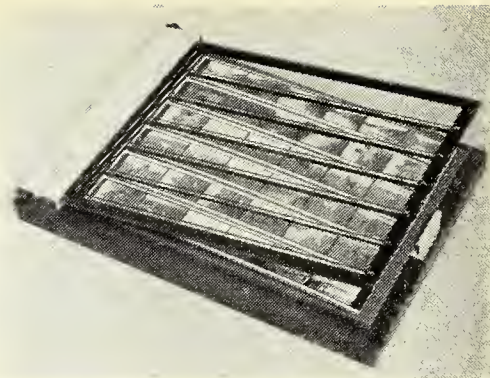


plate are retained. The newly designed clip automatically engages on the glass as it is hinged down, holding the negatives and paper in firm contact. 35mm or 6 x 6cm models are offered (Distributors Johnsons of Hendon Ltd, Hendon Way, London NW4).

KERFOOT PHARMACEUTICALS

BONUS OFFER

Open until 7th February 1972



A BONUS PACK OF
500 TABLETS
PENICILLIN V
250 mg.

will be delivered

FREE OF CHARGE

with each order of £50 value



THOMAS KERFOOT & CO. LTD

TRADE NEWS

Wyeth pack changes

John Wyeth & Brother Ltd, Huntercombe Lane South, Taplow, Maidenhead, Berks, say that although they have discontinued Equatrate 50 the product is still available in the 250 pack.

The company also announce that Penidural tablets 20 and 100 packs will be

discontinued and their place taken by Penidural tablets 50 (£1.06½).

For slimmers with a sweet tooth

Fisons Ltd Pharmaceutical Division, Derby Road, Loughborough, have now introduced three new chocolate bars in their Bisks range. They are hazelnut, orange wafer and fruit and nut (£0.15).

Betnovate scalp application new size

Betnovate scalp application in a 100g (£1.65) pack is being made available by Glaxo Laboratories Ltd, Greenford, Middlesex, from January 3. The existing 30g size will still be available.

Correction

In an article on Entero-Vioform (C&D, December 18/25, p 883) the last sentence attributed to a CIBA Laboratories spokesman should, of course, have read: "Four

million people must have taken a course of clioquinol over the past five years in the UK and we have no knowledge at all of an effect on the nervous system when our dosage recommendations have been followed".

CIBA have stated that they are happy to leave the matter with the Committee on Safety of Medicines.

Bonus offers

Radiol Chemicals Ltd, Stepfield, Witham, Essex CM8 3AG. Biovital. 15 bottles; or 6 bottles with Radian or Radiol products where the minimum order is £12; extra 10 per cent discount. Radian Radiol, any combination, minimum order £8, 10 per cent discount.

Select your order from the following list

PROPANTHELINE BROMIDE S/C 15 mg.

QUINIDINE SULPHATE 200 mg.

QUINIDINE SULPHATE 300 mg.

QUININE BISULPHATE S/C 300 mg.

QUININE SULPHATE S/C 200 mg.

QUININE SULPHATE S/C 300 mg.

TETRACYCLINE HYD. S/C 250 mg.

IMIPRAMINE S/C 25 mg.

OXYTETRACYCLINE S/C 250 mg.

PENICILLIN V 125 mg.

PENICILLIN V 250 mg.

PHENYLBUTAZONE S/C 100 mg.

PHENYLBUTAZONE S/C 200 mg.

PREDNISONE 1mg.

PREDNISONE 5 mg.

PREDNISOLONE 1 mg.

PREDNISOLONE 5 mg.

HENOXYMETHYLPENICILLIN ELIXIR 62.5 mg. per 5 ml.

HENOXYMETHYLPENICILLIN ELIXIR 125 mg. per 5 ml.

HENOXYMETHYLPENICILLIN ELIXIR 250 mg. per 5 ml.

**If you wish to take advantage of
this offer ask your Kerfoot
representative for details**

OF BARDSLEY ASHTON-U-LYNE LANCs.

PRESCRIPTION SPECIALITIES

LASONIL suppositories

Manufacturer FBA Pharmaceuticals Ltd, Burrell Road, Haywards Heath, Sussex

Description White suppositories each containing heparinoid 100 HDB units and hyaluronidase 300 IU

Indications Haemorrhoids

Method of use One suppository to be inserted into the anal canal each night and morning (ideally after defaecation)

FORTRAL suppositories

Manufacturer Winthrop Laboratories, Winthrop House, Surbiton, Surrey

Description Suppositories each containing pentazocine 50mg

Indications Relief of moderate and severe pain

Dosage One suppository (50mg) at one time, to replace or reduce frequency of Fortral injections or as an alternative to oral treatment. Not normally necessary to exceed four suppositories daily. Not suitable for administration to children under 12

Packs Of 20 (£1.44, trade) and 100 (£7)

Supply restrictions PI, S4B

Issued January 1971

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Antussin: Ln, M, Lc, Y, Sc, So, NE

Beecham's powders: All except E

Beecham's powders and hot lemon: All except E

Buttercup syrup: Lc, Y, NE

Phensic: M, Lc, So, WW

Protein 21 shampoo: All areas

Setlers: Ln, M, Lc, Sc, WW, So, NE, A, U

Venos cold remedy and cough mixtures: All except E

Vosene: All except So, A, U, We, E, CI

COMPANY PROFILE

Seton Products Ltd

Tubular bandages for the world

A striking advertisement which has been appearing recently in *Chemist & Druggist* depicts a jointed wooden figure, captioned at various parts of the anatomy with the trade names of bandages which are becoming more and more familiar. The manufacturers, Seton Products Ltd, who have headquarters in Oldham, Lancs, claim to be the largest producers of tubular bandages in the world. Their turnover has been stated at just under £1 million last year—and one quarter of it is derived from exports to 90 countries.

It was little more than 20 years ago that Seton group chairman, Mr Ivor Stoller, after a long period of trial and error, felt justified in marketing his Tubiton techniques for applying tubular bandages.

His first task, in those early days, was to establish the idea that a modern system of bandaging had been evolved and also to create a demand for it by personal demonstration and education.

The 'fifties were busy times for the company—a highlight being the release of Tubigrip to replace expensive crepe bandages. By October 1960 Seton were able to expand their manufacturing interest and responsibility for their own manufacture was complete. From a practical viewpoint, the growth rate of the organisation has been exceptional, but the development has been consolidated. In the early part of 1960, Seton Products was a single company and the total turnover in that year was less than any single week in modern times.

Far-sighted moves

Several far-sighted moves have led to the present consolidated position. In April 1965 Seton acquired Bateman Jackson which company had a distribution service to all major wholesale chemists. Following that acquisition, a part of the medical division of Dalmas Ltd, a company founded in 1823, was taken over.

That was followed two months later by the start of an association with a Danish company Engelsk Dansk Hospitalforsyning AS, in which the Seton group holds a major interest. The fixed assets of S. W. Price (Plastics) Ltd were acquired in April 1968 and Seton opened their plastics factory in Oswestry which, they say, is now the largest producer of drainage bags in Britain. The plastics division is also responsible for the Coloset brand of colostomy bags. The company have plans for further advancement in the plastics division.

Coloset uses a new, clear adhesive designed to reduce the incidence of skin

allergy commonly associated with conventionally used zinc oxide adhesives. A unique feature is the separate body plaster supplied with each pack of ten bags. The plaster can stay in place until the pack has been used up and is designed for the protection of the skin around the stoma as it reduces the stress associated with the constant application and removal of colostomy bags.

So important is the Coloset range that Seton have developed a new type of spreading machine which coats the adhesive on to the plastic backing. It is the company's policy to produce as many of the component parts as possible thereby keeping their products competitive.

Since opening the factory, the demand for Seton plastic appliances has necessitated the acquisition of additional land and this has doubled the factory size to its present 15,000sq ft. In addition, work was put in hand in April 1970 on an extra 1,500sq ft building to house a new ethylene oxide sterilisation unit which has increased the company's sterilisation capacity by eight times. The extension also includes a storage room for sterile

products awaiting dispatch to hospitals.

The Seton group now feel that their products have a ready market in every country of the world and can claim to sell successfully in Japan and Scandinavian countries—themselves large producers of plastic disposables.

In September 1969, Seton took over Masterpeace Products Ltd, manufacturers and renovators of hospital beds and associated equipment, and a new 35,000 sq ft factory opened, close to their Oldham headquarters, in November 1970.

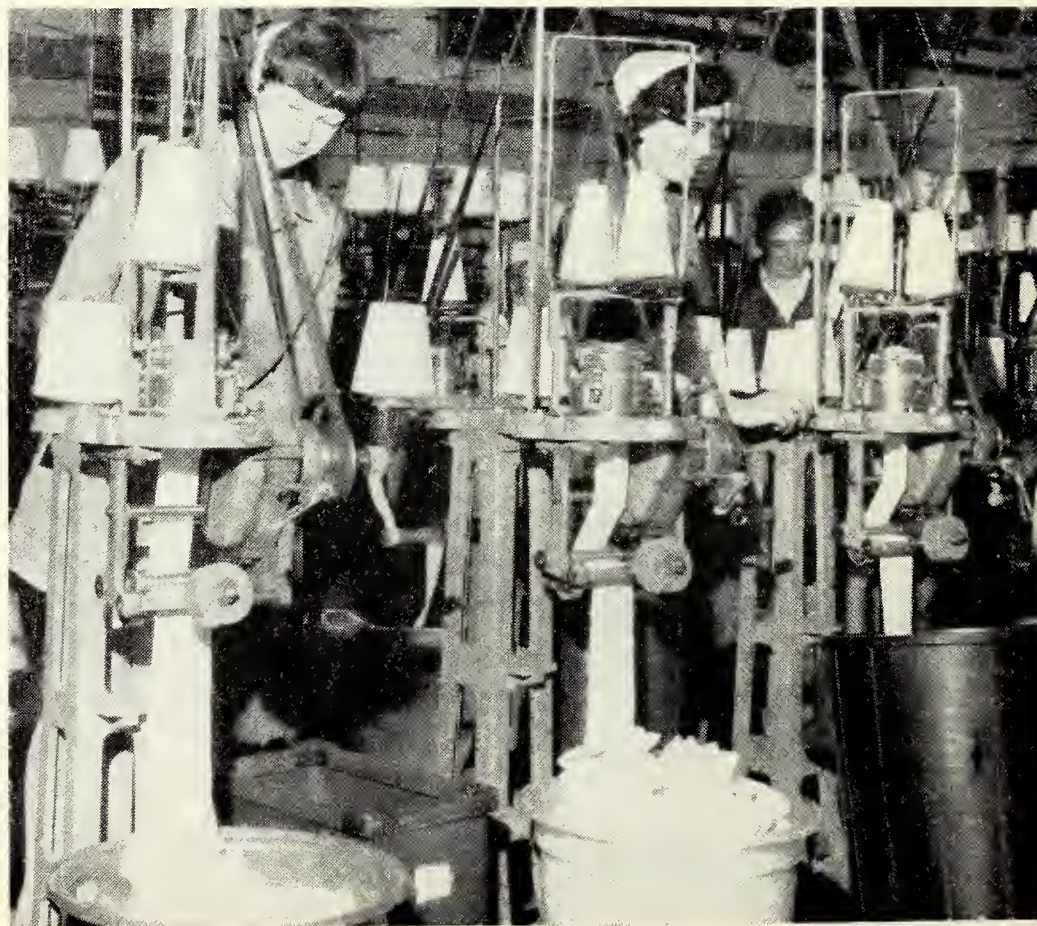
With the formation, two years ago, of Productos Seton AS and a factory near Barcelona, the company started their first venture in manufacturing some of their products abroad.

Ivor Stoller now resides in Portugal but still takes a very active interest in the development of the group. His son, Mr Norman K. Stoller, is the present managing director.

Says Norman Stoller: "The first priority in the Seton group is directed to the care and comfort of the patient, and to deliver their requirements speedily, efficiently and economically. Our achievements and the increase in demand for our products enable us to spend more and more on research and development plant and manufacturing facilities.

The Seton group owes its success to the skill, loyalty and dedication of a highly-trained management team, and the Oldham headquarters is a fine example of modern thinking, modern methods and enterprise.

Staff working in the tubular bandage-making department



50% OF CHEMISTS HAVE PROFITED ON THE SALES OF 10 MILLION LIBRESSE SANITARY TOWELS IN 10 WEEKS

(The other 50% haven't.)

WHICH 50% SHOULD YOU BE IN?

Whichever 50% you're in, you *need* more Libresse stock over the next 10 weeks when sales are going to double to 20 million.

You'll be getting more and more Libresse customers as a result of the heavyweight advertising that continues through December, January, February. Full colour pages or double page spreads are appearing in these popular magazines:

**WOMAN, WOMAN'S OWN,
HONEY, 19, PETTICOAT,
NOVA, TRUE STORY,
TRUE ROMANCE,
WOMAN'S STORY,
TRUE MAGAZINE,
LOVING, FABULOUS,
MIRABELLE & VALENTINE.**



Libresse advantages to you

Brand leader in Sweden; now U.K. success. More advertising than all others. $\frac{1}{2}$ the space; double profit per sq.ft. Only one size to stock.

Only Libresse offers your customer:

No belts, loops, or special briefs. $\frac{1}{2}$ usual thickness, yet equally absorbent. The only completely flushable towel. Drawstring polythene bag.



**Don't get out
of stock!
Order from
your
wholesaler
today!**

To my wholesaler

Please send me
Libresse display units (10 packs
per unit)

Signed.....

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VAT: nightmare on a chemist's shelves?

The recent statement by the Chancellor of the Exchequer that details of value added tax legislation will not be made known until the 1972 finance Bill came as a severe blow. It had been confidently expected by trade associations, following talks with representatives of Customs & Excise that a VAT Bill would appear at the end of November.

Mr Barber's announcement means that all those who will be affected by the new levy will have no more than 12 months in which to come to terms with the problems it will present—and it should be stressed that the retail pharmacist will be among those for whom the problems are particularly acute. The width of the average pharmacy's inventory (from foods to "luxury" photographic goods) ensures this.

For, out of the clouds that still surround the final form of the tax, one thing emerges quite plain: the levy will be a multi-rate one. And that will involve the retailer in accounting separately for sales of items that come within the scope of the different rates.

What the rates will be remains a matter of speculation. But, even if highest hopes were to be fulfilled, and promises of "maximum simplicity" turn out to mean there will be no more than a standard rate and a "zero" rate, it has already been indicated that food, and probably NHS drugs, will come in the latter bracket (or be classed as "exempt"), and that means that virtually every retail pharmacy will be involved in accounting for two classes of goods. Toiletries, for example, would almost certainly attract the standard rate under such a system.

Unfortunately, the position is further

clouded by the likelihood of there being at least three rates—"zero", standard and either "reduced" or "luxury". A strong reason for expecting this is that, having for so long been accustomed to differential rates of purchase tax, a sense of inequity would be engendered if, suddenly, an infant's vest, for example, attracted as much tax as a fur coat.

Immediately, the possible permutations are increased: food and some medicines at "zero", toiletries and cosmetics at standard, photographic at "luxury"; or food at "zero", medicines at "reduced", and the rest at standard. It is quite impossible, on the basis of information so far divulged to speculate with any degree of accuracy on the ultimate criteria that will be used for classification.

How it works

But, before going any further, it will be worthwhile going over the mechanics of the tax as it will operate in this country (according to the Government Green Paper issued in March last year).

VAT in any form is a turnover tax. It has in common with purchase tax that it is a levy on final consumer expenditure, but there the resemblance ends. Whereas PT is collected at a single stage in the production and distribution chain, VAT is collected in instalments. Liability occurs whenever "taxable transactions" are carried out by "taxable persons".

The system that will operate in the UK is that known as the "invoice" system: tax invoiced to a "taxable person" is deducted from tax invoiced by him, in order to arrive at his net tax liability.

The levy applies to all "taxable transactions" (subject to any provisions for relief in particular cases) as follows:

- ☐ The supply of goods or services in the home market by a "taxable person";
- ☐ Application of goods and services to private and certain business uses by a "taxable person"
- ☐ Imports of goods, whether or not by a "taxable person".

A hard-and-fast definition of a "taxable person" has not yet been given, but the Green Paper stated that it should be taken to include "companies, individuals and partnerships engaged in business, and also members of professions".

Liability to tax arises whenever a "taxable transaction" (as described above) takes place and does not depend on the profitability or otherwise of the transaction, nor on whether the tax is recovered from the customer.

Although VAT is paid by traders (for the purposes of the Green Paper, deemed to be synonymous with "taxable persons"), in effect, it falls ultimately on final consumer expenditure, thus:

- ☐ If "taxable person" A supplies goods or services to a second person, B, A is accountable to the tax authorities for the tax on that transaction, and, if B is also a "taxable person", A gives him an invoice showing that tax as a separate item.
- ☐ If B, in turn sells to a third taxable person—C—B also becomes accountable for tax and must give C an invoice showing the tax as a separate item, and so on down the line of production and distribution, until the final stage where a "taxable person" sells to a final consumer.
- ☐ At the end of each VAT accounting

period each "taxable person" totals (a) all the tax invoiced to him and (b) all the tax arising on "taxable transactions" which he himself carries out; and remits to the tax authorities the amount by which the latter exceeds the former. Where (a) is more than (b) he may make a claim for credit for the excess from the tax authorities.

In this way a "taxable person" has to account for the tax on all the goods or services he supplies (known as "outputs") in each accounting period, but in paying tax to the authorities he can take credit for the tax on goods or services supplied to him (called "inputs"). Inputs could include goods bought for resale, capital expenditure on equipment, or outlay on services ancillary to the day-to-day operation of a business.

The effect of this mechanism is that the tax "rolls forward" at each stage until the point of sale to the consumer. The amount of tax collected in this way becomes equal to the amount that would have been collected had the tax been a single stage tax on the total added value of sales to final consumers.

The object is to ensure that each "input" in the product or service in its progress from instigator to consumer is *taxed once and once only*.

New experience

If a single-rate, all-embracing levy were to operate, problems at the retail stage would be comparatively small. The retailer would, in these circumstances, simply deduct the amount of tax attracted by his total stock purchase from the tax on his total sales.

But, even if that simplest of all methods had been selected by the Government—and it has not—the fact remains that, under VAT, retailers in the United Kingdom will *for the first time become directly accountable for tax*. To that extent their problems will be greater than those of retailers in Continental countries where the tax has been introduced. In virtually all of these, some form of turnover or sales tax had previously been levied at the retail stage.

As soon as a second rate is introduced, the operation becomes, as we have already indicated, much more complex, and the plain fact of the matter is that, generally speaking, the accounting methods used by most retailers are not, at present, sufficiently sophisticated to cope.

For this reason, the National Pharmaceutical Union, who have been closely associated with the series of representations made to Customs & Excise by the Retail Consortium, have favoured a single-rate VAT. Although they have had to accept that such a system will not be forthcoming, they, in common with other trade and professional associations, were awaiting the aborted VAT Bill, in order to help them give detailed advice to members.

They are acutely aware that the weakest link is the smallest retailer: if he will have to supply a detailed breakdown of goods sold, his problems will be immense. The Green Paper stated that traders whose taxable turnover fell below a certain amount could be exempt from the levy,

Problems of the 'partially exempt' retailer

However, that "exemption level" is expected to be £5,000 a year—and only a very few retail pharmacies would come below that turnover level.

In any case, the whole question of exemption raises its own problems. Take, first, the position of the exempt trader. While he is not accountable for tax on his sales, *neither is he entitled to claim rebate on taxable "inputs" to his business*—and these will almost certainly include such things as shopfittings (and the services of shopfitters), cleaners, bottle laundries and other services, cash registers, business stationery, and so on.

By extension, we come to the problems that attach to the "partially-exempt trader" (and these are likely to effect many more retail pharmacists). The problems arise when we consider the proposal to exempt—rather than "zero-rate"—selected goods or services. So, let us first make absolutely clear the distinction between exemption and zero-rating:

Exemption for a transaction means that no liability to account for tax arises when the transaction takes place. Equally, the trader undertaking the exempt transaction is given no credit by the tax authorities for any tax invoiced to him by his suppliers, or paid at importation, in respect of the goods and services he uses for his exempt business.

The 'zero rate'

When a transaction is "zero-rated" it is brought within the scope of the tax, but the rate applied to the "output" is zero. If the person carrying out the transaction is a taxable person, he is accountable in the usual way; but the result is that his "outputs" carry no tax (because of the "zero-rate"). while he is allowed credit for, or repayment of, tax on his "inputs".

It will be seen that, from the trader's point of view it would be an advantage to have, say, food zero-rated rather than exempt. The difference is accentuated in the case of traders dealing in a wide range of merchandise, some of which is classed as exempt—and that may be the position of most retail pharmacists. For the purposes of VAT administration, that type of trader would be classed as a "partially-exempt trader".

The accounting complications arising from that position appear horrifying. For example, if we assume that the supply of electricity is subject to VAT, the trader could, in theory, find himself in the position of having to show, in order to claim credit for "inputs", what part of the electricity purchased was bought for use in connection with his own taxable "outputs"

and what part for use with his exempt ones.

An extreme case, admittedly, and one which would, surely, have to be ironed out before VAT became operative, but it serves to indicate the complexity of accounting that is likely to be inherent in the position of a "partially-exempt trader"; for the Green Paper states categorically: "a trader providing taxable as well as exempt goods or services will be entitled to claim credit for tax on his inputs only insofar as they are related to taxable outputs".

Clearly, it is in the interests of retailers to seek zero-rating for a commodity rather than exemption, even though the latter may appear attractive at first sight.

Unfortunately, the tax authorities have a strong argument in favour of exemption as the preferred alternative. They will almost certainly argue that any widespread introduction of zero-rating would reduce the size of the tax base, so that other transactions would have to "subsidise" the zero-rated ones by bearing a higher rate than would otherwise be necessary, in order to produce the same total revenue. If exemption were the method employed the reduction in the tax base would be markedly less, for the reasons of ineligibility to claim on "inputs" that have already been discussed.

Accounting problem

The retailer's difficulty in providing satisfactory accounting to the tax authorities has been a major factor in the representations made by trade associations to Customs & Excise. The Associations have sought to convince Customs that the method of making returns must be as simple as possible, and, preferably, that there should be a choice of methods, previously agreed as acceptable to the tax authorities.

Three suggested possibilities are:

- ☐ Records of actual sales at each tax rate;
- ☐ Records of notional sales at each tax rate, the notional sales being deing derived from the retailer's purchases with margins added, based on his own past performance;
- ☐ Records of despatches of goods from the retailer's warehouse to his retail branches and of the value at which these goods were invoiced to the branches for retail sale.

The lack of official information so far makes it quite impossible to guess the likely attitude of the authorities in this matter—and the same applies to an aspect of vital and particular interest to pharmacy: the question of how medicines, dispensing—both NHS and private—and the provision of services relating to health generally will be treated within the VAT structure.

Going back to the Green Paper, we find only the following, under the section heading of "Special Cases": "Health. Some relief from VAT may be needed here. For example, doctors should be exempted and arrangements could be made to relieve from tax services and drugs provided by the National Health Service".

It is known that the representative pharmaceutical bodies, in their discussions with

Continued on page 14

VAT: the chemist's special problems

Continued from page 13

Customs & Excise have pressed the view that *all* "health items" should be taxed at the same rate—and have urged that that rate should be zero.

On the other hand, it may be assumed that their arguments have been answered by the Customs in terms similar to those already cited in the example of the infant's vest and the fur coat—under the purchase tax system a distinction has generally been drawn between dispensed and advertised over-the-counter medicines.

The character of VAT may argue for a distinction to be drawn between medicines dispensed against a prescription, whether NHS or private, and those bought over-the-counter, but, within the terms set out by the present Government for introducing VAT—that of producing a switch from direct to indirect taxation (from subsistence to consumption, as it were)—that position becomes less tenable. And phar-

macy's representatives will certainly have stressed the point that over-the-counter medicine purchases are, at the very least, a matter of believed necessity rather than whim, and, as such, should be treated no more unfavourably than food.

No statement has come from the Customs & Excise, and, while it may be assumed that they will seek to draw a reasonable line between the provision of prescribed medicines and those sold over-the-counter, unless they are prepared to accept the idea of a single rate for all health items, the retail pharmacist will, once again, find himself accountable under separate heads for the differing professional functions he performs.

The very uncertainty on this point brings us straight back to the mechanical realities of the situation. Registration of "taxable persons" will begin in October. VAT will become operative by April 1, 1973.

Quarterly returns

The registration will be in alphabetical order, and, to minimise bottle-necks in the accounting system, returns will be made by registered traders in that same order—each trader making his returns on a quarterly basis.

Time is terribly short, and trade associations are hamstrung in their efforts to give detailed advice to members because of the official "security blanket" which those likely to be most deeply involved in the operation of VAT must feel has been drawn round the proposed change-

over. Four years "early warning" of decimalisation, coupled with an intensive public education campaign proved little enough time. Twelve months *may* be enough to adjust to a much more radical changeover.

It may, however, be considered ironic that the Green Paper includes the following words when referring to registration procedure: "... traders will need time to familiarise themselves with the details of the tax procedure".

Retail viewpoint

The National Chamber of Trade has summed up the position strongly in its publication *Intercom*:

"There may have been some who heaved a sigh of relief at the postponement of the details of VAT, but our representatives certainly were not amongst them. By the time Royal Assent is given to the Finance Bill there will be a scant nine months remaining before the intended time of introduction of the tax. *It just will not be long enough.*

"Apart from all the highly technical detail needing action—such as computer programming and the like—there will be a thousand and one items requiring consideration and adjustment. Not only that, but before the vast mass of business people can begin to deal with their part of the exercise there will be need of a training programme of similar, if not greater, proportions to that associated with decimalisation."

Beecham announce
the launch of
COOL

ANTI-PERSPIRANT
deodorant

on December 29th 1971

Cool Anti-Perspirant Deodorant will
have the following recommended retail prices:-

Standard Aerosol	34p
Economy Aerosol	43p

COMMENT

Problems and prospects

The word "inflation" has been bandied around for many years. However, it is likely that the year just ended will be remembered as the time when inflation really took over. Fortunately, by the end of the year there was a slackening in the pace and there were hopes that prices would be more steady in 1972. That could of course be no more than a dream—for the time being most of the big companies and the Government are following the appeal by the Confederation of British Industry to limit any rises to not more than five per cent. But when their undertaking runs out, as it does later this year, several important items—electricity and gas for example—will rise, no doubt setting off another chain of increases.

If the bogey of inflation turned out to be real, it is good to record that decimalisation, though a costly operation to industry and distribution alike, proved a smaller hurdle to surmount than expected. The timing of the changeover, however, was, in the event, unfortunate as it coincided with the protracted postal strike that caused much frustration and inconvenience.

For the pharmacist in particular the year lacked any big milestones of similar magnitude to a Sainsbury Report or a High Court decision on resale price maintenance on medicines. The publication of an open sale list of medicines was expected, but did not materialise. From the delay, we must assume that some hard bargaining has been taking place over whether or not to include such medicines as aspirin. So it is left to 1972 to reveal which medicines the grocers may sell.

Taxation changes

Meanwhile purchase tax was smartly cut in July for two reasons—to encourage spending with the ultimate object of reducing the growing trend towards unemployment and, secondly, to prepare for a value added tax.

VAT, of course, is an accepted form of taxation in the European Economic Community, and the Government, having declared its intention of joining EEC, must toe the line on taxation. (More of this on p 12.)

Whilst at the time of writing all has not been "signed and sealed" on the EEC issue, that step is expected to be taken this month. How will pharmacy be affected by entry? There were regional conferences and many branch meetings held on the subject in 1971 but how soon—if ever—Britain will have to choose the restricted professional approach of, say, the Netherlands or whether the Continental countries will decide to adopt the more commercial approach of Britain, no one can say. Until now the existing members of the Community have not adopted a common policy, though moves towards that end have taken place without any visible signs of agreement. However, we feel that the Continental pharmacies are moving towards the British pattern.

The number of pharmacies in Britain continued to decline during 1971 and by the end of December the total was expected to be around 12,000, compared with 13,881 in 1966 and 14,860 in 1960. The decline is expected to continue during 1972, making an all-embracing pharma-

ceutical service impossible in the current economy unless the Government changes its attitude of general parsimony to the pharmacist.

From Government statistics published month by month in *Chemist and Druggist* it would seem that the turnover of retail pharmacists together with photographic dealers showed a particularly satisfactory improvement over 1970. In the first nine months of the year the average monthly growth was 13 per cent. The multiples recorded an average increase of 16½ per cent while independents had 10 per cent. It is estimated that the higher cost of goods would account for about 7 per cent of the increase, so this still leaves the average business with a higher net turnover.

A rather different, yet still bright picture was provided by the Nielsen organisation. From their research they estimate that chemists will turn in a 9 per cent increase of total business during 1971—the same as that expected for retail trading as a whole.

NHS share of turnover

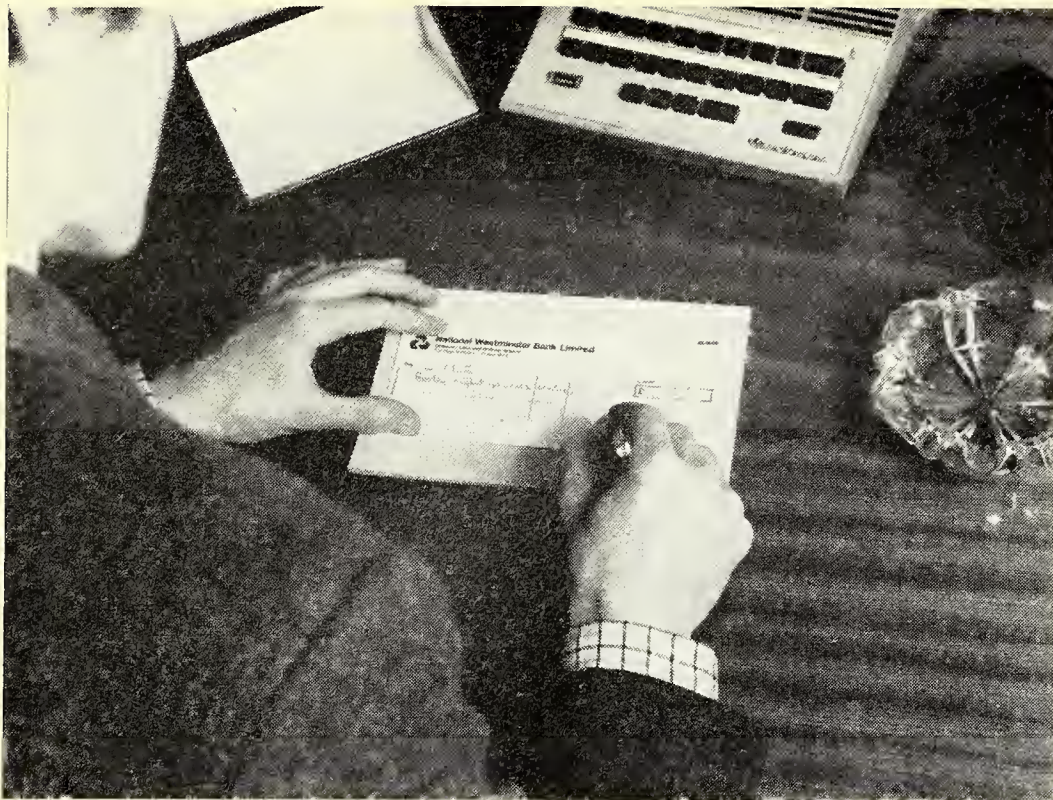
The difference in the two sets of figures is probably accounted for by the NHS element—included by Nielsen but not in the Government figures. Nielsen found that the NHS share of turnover rose to a record level of 44.1 per cent, thus, they concluded, placing pharmacies in a more vulnerable position *vis-a-vis* the health centres should they continue to grow in number as they did in 1971.

The average cost of NHS prescriptions rose to an estimated £0.76 (from £0.67 in 1970) and the Government, which had declared its intention of implementing a cost-related charge, found opposition by the professions so great that it finally abandoned that misguided proposition. However, in the coming year the problem of meeting the extra expense will have to be dealt with, and probably the decision will again be an increased levy. Unfortunately, past experience has shown that each time the levy is raised the cost of prescriptions goes up too because larger quantities of medicines are requested by patients and prescribed by doctors.

The report of the Bolton Committee on Small Firms was one of the few reports having a bearing on many retail pharmaceutical establishments to be issued during 1971. One of the principal proposals made was that a separate section, under its own Minister, should be set up in the Department of Trade and Industry for study and to look after the interests of small firms.

Among other recommendations made was that the Landlord and Tenant Act 1954 should be changed so as to require local authorities to pay compensation for compulsory purchase, including the value of the likelihood of a tenancy being renewed. Also suggested was that the transitional measure retirement relief from capital gains tax should be raised from £10,000 to £20,000. The Government still has to take action on these and the other recommendations of the Bolton Committee.

Only a few of the problems that will face pharmacy in 1972 have been touched on here. We have no doubt these and others will be tackled and solved by most pharmacists. Indeed, their training has provided them with many aptitudes—not the least of which is resourcefulness.



Check the value of your insurance cover each year

by Peter Miller

It is all very well to have insurance policies, on which premiums are paid regularly, but, unless they are kept up to date and provide cover for the right over-all figure, it may not be possible to make a full recovery in the event of loss or damage.

It is just as important to watch the values insured under policies as the subject matter covered, and the perils for which the insurance is provided. Unfortunately, insurers give very little guidance on how to assess the correct value.

It is important to arrive at the right figure. Under-insurance may result in any claim (irrespective of how small it is) being scaled down by the insurers. On the other hand, over-insurance is simply a waste of premium, since, irrespective of the insured value, insurers will not pay more than the value of any property lost or destroyed.

For a long time, there has been a considerable degree of under-insurance at all levels throughout the country. While some of this may have been deliberate, to save premium, in the belief that a total loss was unlikely, more often it seems to have been due to negligence. It has come about simply because the sums insured were fixed several years ago, and have not been altered since then.

It is all too easy to renew policies on the same basis as before—particularly when one does not want to pay more in premiums each year. Often, it seems more satisfactory to defer a reassessment of values to the following year—and, in due course, there may be a further deferment. Meanwhile, various additions, improvements and extensions may have been made to the premises, to say nothing of the general increase in the cost of rebuilding and replacement.

Insurers have taken steps to safeguard themselves against under-insurance by policy holders. Now, virtually all policies covering fire and special perils (such as storm, flood, malicious damage) have incorporated in them what is known as "the pro rata condition of average." Its effect is that, if there is under-insurance, it will be possible to recover from the insurers only that proportion of the loss which the amount of the policy bears to the total value of the property covered at the time of loss.

So, every claim, however small, may be scaled down in proportion with the under-insurance.

At one stage, insurers applied this clause only in cases of blatant under-insurance—where the policy holder had refused to increase the insured values—or in specific cases. This meant that many partial losses

were paid in full, provided they did not exceed the insured value—even though full insurance might not have been in force. Now, however, the application of the "average" clause is virtually universal (apart from certain exceptions, such as in the case of private houses and flats, and household goods and personal effects in them). It should be added that the same attitude is being adopted by the whole market (insurance companies and Lloyd's underwriters), so there is nothing to be gained by trying other insurers.

Insurers are unhelpful about giving specific advice as to the value of property. In reply to a request for help, they usually make the point that they are insurers, not valuers. Nevertheless, after a claim, they will be interested enough in the value, to see if there has been any under-insurance. Normally, in this situation, they appoint independent loss adjusters to act on their behalf. Such adjusters either have experienced valuers on their staff, or have such services readily available to them.

The responsibility for insuring for the correct value, therefore, lies solely with a policy holder. In trying to arrive at a value, it should be remembered that the aim of any insurance policy is to provide an indemnity for loss. It should be enough to cover the loss, and no more. Thus, one figure which, usually, should not be adopted for insurance purposes in the case of buildings is the market value. A market value will include the value of the site—and that cannot be destroyed.

Normally, where buildings are to be insured, the best arrangement is to take the cost of rebuilding as the basis for insurance purposes. In fact, there are various "extras" that should be added to the basic cost of rebuilding so far as insurance is concerned. So, the figure adopted should cover not only the expense of reinstating the building as it was, but also the cost of the removal of debris of the existing building, and the fees of architects and surveyors engaged in the rebuilding. It should be borne in mind that the removal of debris can prove very expensive, especially if demolition has to be undertaken as well.

Rebuilding costs

In most cases, the cost of rebuilding will be less than the market value. Where, however, the market value is likely to be lower than the cost of rebuilding, it will still be necessary to insure for the cost of rebuilding if one would want to rebuild, rather than sell the property in a damaged state.

Complications can arise, particularly in the case of old property. For instance, it is likely that rebuilding after serious damage would not be carried out in the original style. Rebuilding in a different style might be appreciably cheaper than reinstating the building exactly as it was. In that case, a value for insurance could be agreed with the insurers after they have been given the full facts.

In practice it is usual for improvements to be made on rebuilding. The cost of that is unlikely to be met by the insurers, because the practical effect would be a

LETTERS

Pharmacy's future

I have read with considerable interest the article under the heading "Prospects in the practice of pharmacy" in your issue of December 18/25.

It is quite obvious that Mr H. B. Coulson has done considerable research and has studied the subject in considerable depth and has come up with very interesting figures. However, to my mind, he has brushed aside the kernel of the whole matter as if it did not exist—the kernel being that a pharmacist cannot make a living from his calling and must depend on ancillary goods to make his shop, as Mr Coulson says, a viable proposition. It may be presumed he read this paper to a group of pharmacists and it would be very interesting indeed to get the reaction, if, instead of to pharmacists, he read this paper to a professional group such as solicitors, doctors, dentists or lawyers, and if he were to address them in similar manner, suggesting, say, to the solicitor that he should go into the trade of antique dealing. He might even suggest that the usual fee of say £100 or £150 charged for transferring a house would be done much cheaper because of his new training as a competent business man.

I am glad he quotes Mr Justice Buckley's judgment as it shows that somebody does consider a pharmacist has a part to play in the life of a community.

My second aspect concerns his projection of the pharmacist's part in the future. He apparently sees no future for the one man pharmacy as he must be keen and competent business man. Surely Mr Coulson is not suggesting that a professional man holding a BSc degree, just because he is a pharmacist, must also train to be this competent business man. If this is so, I can recommend much better businesses for making money and there will be no necessity at all to hold a BSc degree. Just to give him an example, there was a robbery in a supermarket here in Dublin last week when the manager was held up at gunpoint and the raiders took £15,000—apparently the day's takings. If it is business Mr Coulson is recommending, supermarkets seem to be a little better than pharmacy.

If I were asked to project into the future, what I would hope to see would be a pharmacist taking his rightful place alongside the other professions as a team in the health services of the community. As a professional man, he too is entitled to fees and the right to live, but as far as I can see the only person who refuses him this right is the pharmacist himself, or perhaps I should say, his organisations.

Here, in the Republic of Ireland, we have just finalised an agreement with our Government by which pharmacists will be paid a fee for services while drugs will be

supplied free by the Government to a section of the population. We have also formed a Union to look after the interests of all pharmacists, no matter in which branch of pharmacy they practise. These steps seem to me to be more in line with the title "Prospects in the practice of pharmacy."

Thomas R. Miller
Dublin 2

NP labelling

The vexed question of NP labelling has now been settled—at 14 "professional seconds". The chairman of the Central NHS (Chemist Contractors) Committee not surprisingly has gone to some trouble to avoid quantifying the award in terms of new pence per prescription, being at pains to explain that "the exact effect on the balance sheet had still to be worked out".

What was *not* pointed out is that the reason why the figure is unobtainable is, in part, that you are *not* going to be paid for the scripts you are already marking NP. Oh no! The Minister is going to determine the proportion of scripts that will need extra attention as a certain number are already dispensed with NP shown. The other reason for Mr David's reticence, of course, is that he knows full well that the figure (something of the order of £0.15 one might expect) would be like a red rag to 10,000 pharmaceutical bulls—and he's dead right.

There are, however, two aspects of the NP fiasco, where the negotiators deserve a degree of sympathy. One is that they negotiated it under a contract whereby we start off on a hiding to nothing—whatever we get we pay ourselves, sooner or later, through the notorious "balance sheet" adjustment. Secondly, and most important at this particular juncture, is, that the Council of the Pharmaceutical Society had already "sold us down the river" by agreeing (as non contractors!) that the principle should be effected as soon as the necessary negotiations could be completed.

Now, gentlemen, watch out! The Society's Council is at it again. This time it is receipts for prescription charges. All that is suggested at present, says the Central Committee in its most soothing voice, is a "feasibility study"—and they are "favourably inclined" to that. As with the NP fiasco, they ask the views of local pharmaceutical committees.

No, Mr David, the LPCs have given up buying pigs in pokes. Having agreed NP "in principle" (somewhat marginally to say the least), an utterly unsatisfactory settlement was foisted upon them. It will be a long time before LPCs agree another "extra facet" to their contract without first knowing what the scale of remuneration will be—and that it will in fact be extra and *not* balance sheet deductible or "idle time" discountable.

Perhaps such a disinclination to do anything but hold tenaciously to what little ground we have might serve to encourage the Minister to consider a more equitable contract.

R. G. Worby, Secretary
NE London Pharmaceutical Committee

profit from one's own misfortune. In fact, if, at the time of the damage, the building was not in a good state of repair, the insurers may make a deduction from the claim, making allowance for depreciation and wear and tear.

Because of the difficulty in arriving at the "right" value it may prove necessary to call in a professional valuer. If so, his fee is money well spent, ensuring that full recovery will be possible if it is necessary to claim on the insurance. But remember: a figure that may be quite adequate now, could prove distinctly inadequate in a year or two. In practice, it may prove necessary for insured values to be increased each time a policy is renewed.

Similarly, the sum insured under any "business interruption" policy should be reviewed periodically. If business is expanding, the sum insured should, clearly, be increased at frequent intervals.

Cover for stock

Although the full cost of reinstatement (apart from improvements) is likely to be paid on a policy covering buildings, that is not necessarily true of any contents of those buildings. In the case of stock awaiting sale, probably some formula will be agreed with the insurers. In this case, the retailer will not be able to claim for the sale price of stock—the stock has not been sold, and so no gross profit was earned. In the main, the insurers will provide sufficient compensation for stock to be replaced, at current prices.

With contents other than stock—because of value depreciation—insurers may require a contribution towards the cost of replacement. Arriving at the amount of contribution in such cases is not altogether easy. As a guide, if a small claim is being settled, the first step may be to decide on the normal life of the item in question. If, say, the article could be expected to last 12 years before being replaced, and is damaged beyond repair after only four years, it may be contended that the owner has been deprived of two-thirds of its use, and thus be entitled to payment of two-thirds of the cost of a replacement.

Much the same principle may be applied to interior decorations. But in the case of fixtures and fittings which may remain in use more or less for ever, the insurers may base the claim on a new replacement, but make a small deduction for "betterment".

In some cases, it may be possible to arrange insurance on a reinstatement basis. In this event, payment is made by the insurers for the cost of replacement as if the property were new. Anything replaced in this way need not be identical to the damaged article. If, however, the new item is larger or more efficient than the old one, usually the policy holder is required to contribute in respect of the increase in size or value.

That is a step in the right direction. Many insurers have gained the reputation of being "cheese paring". There is really no reason why insurers should not agree in advance what will be paid in the event of a loss.

Fostering false impressions

This is the time of year when chief pharmacists are considering applications from final-year students who are looking for pre-registration posts which can be taken up in the coming autumn.

Nine out of every 10 applicants are likely to be women. This is simply a reflection of the fact that the undergraduate population of schools of pharmacy is now largely female; and, because the proportion of men who opt to read for a degree in pharmacy seems to be declining fairly rapidly, it would be unrealistic to assume that the trend will be likely to change in the foreseeable future.

Pharmacy is fast becoming a female preserve and the time will inevitably come when women outnumber men on the Register of Pharmaceutical Chemists.

A few of the applicants for pre-registration posts will be selected for interview and at that stage it is usual to inquire whether they have made a firm decision about the branch of pharmacy they would like to take up, and then to ask those who claim to have chosen the hospital service for their reasons for doing so.

Using knowledge

Almost without exception they will say that the hospital environment will give them an opportunity to make use of the knowledge of pharmacology acquired during their academic course, and consequently to play a much more active role in the treatment of patients. If pressed to say how they envisage making use of this knowledge, it soon becomes evident that a great many of them are under the impression that hospital pharmacists practise something which is almost indistinguishable from clinical medicine and their faces register obvious disappointment when that myth is exploded.

After conducting a series of these interviews it becomes difficult to avoid the impression that a high proportion of students reading for a degree in pharmacy tend to look down on the kind of pharmacy by which at least four-fifths of the pharmacists on the Register earn their living, and this inevitably raises the question of why they originally decided on pharmacy rather than some other career. One can surely assume that by the age of 18, when a choice must be made, most young people will have a fairly shrewd idea of the work of a pharmacist as the result of what they see taking place in their local community pharmacy.

They know, for instance, that when the white-coated gentleman disappears through the door marked "Dispensary" at the back of the pharmacy he is more likely to be going to dispense Mrs Jones's sleeping tablets than to inspect his battery of fractionating columns in which he hopes to synthesise the latest wonder drug. It is

HOSPITAL PHARMACY FORUM

with that knowledge that the decision to read for a degree in pharmacy is made and there can now be no reason for an undergraduate to complain that he made his choice in ignorance of what goes on in the average pharmacy.

There is, of course, always the possibility that pharmacy was a second choice of a student who would have preferred to read medicine if he had reached the required educational standard at "A" level. In theory, the educational standards required for admission to degree courses in both professions are identical, but because competition for entry into medical schools is infinitely greater than that for most schools of pharmacy, a number of the pharmacists admitted to the Register during the past five years may well be frustrated doctors.

Why is it, then, that so many students who choose to read for a degree in pharmacy, knowing full well that much of the average pharmacist's time is devoted to dispensing prescriptions and selling drugs, should come to despise these particular activities during his academic course and to demand a more active role in the treatment of patients?

Out of touch?

One cannot help but feel that the change in outlook is at least in some measure due to the fact that schools of pharmacy are almost completely insulated from the day-to-day practice of the profession they purport to teach. In medical schools, at least half the teaching staff are usually active medical practitioners with a continuing responsibility for the care of patients and this goes a long way to ensure that students of medicine keep their feet firmly on the ground and are so less apt to indulge in flights of fancy about what the practice of medicine involves.

They learn precisely what constitutes medical practice from first-hand observation, and by the time they graduate they should have no illusions about their place in the scheme of things. In schools of pharmacy the situation is completely

different. Most of the teaching staff have never practised their profession seriously since they graduated and in consequence they can have no first-hand knowledge of what constitutes pharmaceutical practice. Furthermore, most schools of pharmacy are part of universities or polytechnics in which there are no medical schools, and, in consequence, no opportunities to forge real links between the professions or for discussions of common problems.

Four out of five pharmacists have to work in more or less close association with doctors, even if it is only a question of dispensing their prescriptions. Those who choose to make a career in the hospital service are likely to be even closer to their medical colleagues, and it is therefore all the more depressing to find that so many new entrants have had no opportunities during their academic course to engage in serious discussions about the respective spheres of influence of doctors and pharmacists.

Some of them still seem to cling to the belief that the day will soon come when the doctor presents the pharmacist with a diagnosis rather than a prescription and leaves him to decide and supply the patient with the appropriate remedy.

When he has been on the Register for five years the new recruit will recognise this for the arrant nonsense that it is, and it is unfortunate that the idea was not scotched completely during his academic training. He would then be in a position to apply himself to very real problems which beset the profession rather than sit back hopefully and wait for the millenium to dawn.

NI Committee reports on trends in 1971

The number of pharmacists providing pharmaceutical services in Northern Ireland decreased by eight, to 589, during the year ended September 30, according to the annual report of the Local Pharmaceutical Committee. The total of prescription forms dispensed during the 12 months increased by 245,652—3.72 per cent—over the previous year.

During the period 96 tests of drugs and appliances were carried out. In 92 cases the results were satisfactory; one case where the result was considered to be unsatisfactory was referred to the Services Committee for investigation, and in three cases where there was a small discrepancy in dispensing, the chemists were warned.

Two complaints against two chemists were investigated by the Services Committee. In one, which arose from a drug test carried out in the previous year, the chemist was warned to exercise greater care and the cost of the prescription was withheld.

In the second case, where a chemist was found to have dispensed prescriptions under the health service without valid prescription forms having been presented to him, the chemist was warned and no payment was made to him for the items supplied.

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MARKET NEWS

Buyers rely on minimum stocks

London, December 29: The revaluation of the dollar with the consequential changes in other currencies allied to the holiday period has damped down business activity in most markets.

London dealers in essential oils initially lowered some of their prices marginally but these were absorbed whenever there was buying interest. Buyers generally continued to maintain minimum stocks.

Brazilian shippers appear to have withdrawn from the market until exchange rates are more clearly defined. Increased quotations from origin for Chinese menthol and peppermint oil were a feature, the shippers apparently following the continued firmness of Brazilian material. Easier quotations were available for Cape aloes, benzoin and dandelion root. The India-Pakistan cease fire was reflected in the downward movement of celery seed quotations; some were around £100 lower.

Pharmaceutical chemicals

Ammonium bicarbonate: £55 metric ton delivered; carbonate lump and powder £88-20.
Amylobarbitone: 5-kg £3-59 kg; sodium £4-15.
Ascorbic acid: £2-36 kg; 5-kg £2-33 kg; sodium ascorbate plus £0-23; coated plus £0-10.
Aspirin: 10-metric ton lots £525 ton; 5-ton £530; 1-ton £540.
Atropine: (500-kg lots per kg) alkaloid and methonitrate £65-20; methylbromide £64-20; sulphate £52-90.
Barbitone: 50-kg lots £2-60 kg; sodium £2-60.
Bemegride: BPC £16 kg.
Benzamine lactate: 500-kg lots, £51-15 kg.
Benzocaine: 50-kg lots £1-48 kg.
Benzoic acid: One-metric ton lots £30-42 kg.
Boric acid: BP grade per metric ton: granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.
Brucine: sulphate £20 kg.
Calcium carbonate: BP precipitated £49 per 10,000 kg.
Cantharadin: £75 per 100 g.
Cinchocaine hydrochloride: £42-50 kg.
Citric acid: BP granular hydrous per metric ton 50-kg lots, £337; 250-kg £325; 1,000-kg £313. Anhydrous £358, £346, £334 respectively. Premium for powder £10.
Dimidium bromide: 5-g lots £3-20 g.
Dextromethorphan: Hydrobromide £98-53 kg.
Galic acid: 1,000-kg lots £1-62 kg.
Iodine: Chilean crude £2-08½ per kg; resublimed £2-87 in 50-kilo lots.
Isoprenaline sulphate: 5-kg £16-50 kg.
Lactic acid: £570 metric ton for 50-kg lots.
Magnesium carbonate: Heavy £192, light £175 per metric ton.
Magnesium hydroxide: £541-66½ metric ton.
Magnesium oxide: BP (per metric ton); light £541-66½; heavy £890.
Magnesium peroxide: (15 per cent) £21-93½ cwt.
Magnesium sulphate: BP from £42 metric ton exsiccated £75-£80 ton, ex works.
Magnesium trisilicate: £441 metric ton.
Mercury salts: Per kg in 50-kg lots: ammoniated powder £4-70; oxides—yellow £5-45 and red £5-90; perchloride £4; subchloride £5-10, iodide £5-15 kg for 25-kg.
Methyl salicylate: Per metric ton in 5-ton lots £425; 1-ton £430, 500-kg £435.
Narcotine: Alkaloid and hydrochloride in 25-kg lots £15 kg.
Neomycin sulphate: BP 5-g £27-50 g.
Oleic acid: BP is £206-70 per metric ton delivered.
Oxalic acid: 20-ton lots about £170 metric ton.
Paracetamol: 1-metric ton lots £1-17 kg; 5-ton £1-14 kg. For direct compression £1-27 and £1-24 kg respectively.

Paraffins: (minimum 1-ton lots) liquid-BP £0-552 gall; light BPC 1963 £0-466; technical white oil WA23 £0-422; WA21 £0-477, Jelly-soft white BP £95 ton; yellow BP £85.
Penicillin: Sterile sodium; potassium or procaine £12-92 per 1,000 Mu for 5,000—25,000-Mu lots.
Physostigmine: 100-g lots salicylate £690 kg; sulphate £880.
Piperazine: Under 50 kg; adipate £0-963 kg; citrate £0-92½; hexahydrate £0-663; phosphate £0-02½.
Pyrogalllic acid: Pure 500-kg lots £4-73 kg.
Quinidine: Alkaloid (5-kg lots) £42-90; sulphate (50-kg) £39.
Ouinine: (Per kg in 85-kg lots) Alkaloid £25-89; bisulphate £19-85; dihydrochloride £25-38; hydrochloride £24-80; sulphate £21-34; hydrobromide (15-kg) £25-70.
Salicylic acid: per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470.
Streptomycin: Sterile base or sulphate £15 kg for 25-kg lots.
Strychnine: (kg) alkaloid £12-25; sulphate and hydrochloride £10-50.
Sulphacetamide: Sodium BP £2-98 kg.
Sulphadiazine: 50-kg lots £3-47 kg.
Sulphadimidine: 250-kg lots £2-95 kg; sodium £3-05.
Sulphaguanidine: BPC in 250-kg lots £2-13 kg.
Sulphamerazine: In 50-kg lots £3-12½ per kg.
Sulphamethazole: BP 50-kg £4 per kg.
Sulphanilamide: 50-kg lots £1-03 kg.
Sulphaquinoxaline: B Vet C in 50-kg lots, acid £4-07½ kg; sodium £4-50.
Sulphathiazole: 100-kg £2-025 per kg; 50-kg £2-07½.
Tannic acid: 500-kg fluffy £1-35 kg; powder £1-33.
Tartaric acid: (Per metric ton) 50-kg lots £422; 250-kg £417; £408 ton.
Theophylline (50-ko) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2-23 kg.
Thymol: In 1-ton lots £2 per kg.
Vitamin A: Oily 1 m iu per g £6-68 kg; 5 kg £6-58 kg; dried acetate 325,000 iu per g £3-48 kg; 500,000 iu, £4-90.
Vitamin D: Powder for tableting 850,000 iu per g, £17-81 kg; 5-kg £17-75 kg.
Vitamin E: (per kg) £9-25; 5 kg lots £9-15; 25 per cent dry powder £4-29 and £4-69 respectively.

Crude drugs

Cassia: Lignea, whole £640 metric ton spot.
Chillies: Zanzibar £565 ton spot; £495, cif. (resellers).
Gentian: Root £490 per metric ton spot; £470, cif.
Ipecacuanha: (Per lb) Matto Grosso £2-80 spot; £2-70, cif. Costa Rican £2-40 spot; £2-37, cif.
Kola nuts: West African halves £78 metric ton spot; shipment £70, cif.
Pepper: (ton) Sarawak black £365, cif; white £520, cif.
Seeds: (ton) Anise: China star £175, spot; shipment £125, cif. Caraway: Dutch ex wharf £390. Celery: Indian £400 spot, £325 cif. Coriander: Moroccan £75, cif. Cummin: Indian £225, cif. Dill: Indian £116, cif. Fennel: Indian £135, cif. Chinese £115, cif. Fenugreek: Moroccan for shipment £62-50, cif. Mustard: £60-£120 spot.

Essential oils

A'mond: £490 ton, duty paid.
Amber: Rectified spot £0-33 kg.
Anise: Chinese £1-49 kg spot; £1-32 cif.
Bay: Shipment £6-27 kg, cif.
Bergamot: £9-35-£11-55 kg as to grade.
Birch tar: Rectified £2-35 kg.
Bols de rose: Brazilian £1-75 kg spot; £1-65, cif.
Citronella: Ceylon £0-95 kg spot; £0-87½, cif; Chinese £1-10 spot; £0-95, cif.
Clove: Madagascar leaf £1-20 kg in bond; £1-08, cif. Enolish distilled bud £18.
Dill: £5-75 kg spot.
Eucalyptus: Chinese 80-85 per cent £0-62½ kg in bond £0-59, cif.
Fennel: Spanish sweet £2-09 kg.
Lemongrass: £2-60 spot; £1-85 kg, cif.
Peppermint: (Per kg) Arvensis Chinese £2-20 spot; £2-10, cif; Brazilian £2 spot; Jan-Feb £1-80; April-May £1-65, cif. American piperata from £3-85.
Petitgrain: £3-10 kg spot; £3, cif.
Pine: (kg) Abietis £3-75, pumilionis £6; sylvestris £1-62.
Rosemary: Spanish £1-50 kg.
Sage: Spanish £1-85 kg spot.
Sandalwood: Mysore spot nominal. East Indian for shipment £13-40, cif.
Spearmint: American £5 kg, cif; Chinese spot £3-40 kg; shipment £3-30 cif.

BUSINESS Q & A

I have a small company manufacturing a pharmaceutical product. Some interest has been expressed by a foreign merchanting house and I may build up an export business. Should I set up another company abroad to do this?

A great deal depends on the country concerned and the rate of foreign tax. Most countries, which have double tax treaties with the UK, tax the profits of permanent establishments trading within their borders and a double tax credit is obtained here. Thus a foreign company would be so liable. If, however, you merely export to a foreign purchaser your company will be liable to UK tax on the profits since this will merely be an extension of the existing trade. No foreign tax would then be payable.

More than a year ago you answered an inquiry about capital gains on shares where one of your readers had bought some more shares after his first purchase had fallen in value in order to average his cost against an eventual sale. You said then that if the shares were subsequently sold the most recent purchase, if within the last twelve months, would be taxed under short-term gains tax. Is this still the case?

It is not the case in respect of current sales, since such short-term gains tax was abolished in the Finance Act 1971. Now all such gains are subject to the capital gains tax whenever the shares were purchased.

COMING EVENTS

Tuesday, January 4

Huddersfield Branch, Pharmaceutical Society, Pharmacy Department, Royal Infirmary, Lindley, Huddersfield, at 8 pm. Speaker: Mr B. Dawson (group chief pharmacist, Huddersfield Royal Infirmary).

Nottingham Branch, Pharmaceutical Society, Boots Research Department, Pennyfoot Street, Nottingham, at 8 pm. "Ileostomy" (Talk and display of equipment).

Wednesday, January 5

South-West Metropolitan Branch, Pharmaceutical Society, Cornet of Horse hotel, Lavender Gardens, London SW11, at 7 pm. New Year dinner and party.

Thames Valley Pharmacists' Association, Winthrop House, Surbiton, at 8 pm. Mr Montague Webb on "Painting for pleasure" (illustrated talk).

Thursday, January 6

Leeds Branch, Pharmaceutical Society, Golden Lion hotel, at 8 pm. Film show (Joint meeting with NPU).

Sunday, January 9

Intershop (Exhibition organised by the National Display Equipment Association), Empire Hall, Olympia, London W14 (10 am-6 pm daily until January 12).

CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4791 The newsweekly for pharmacy

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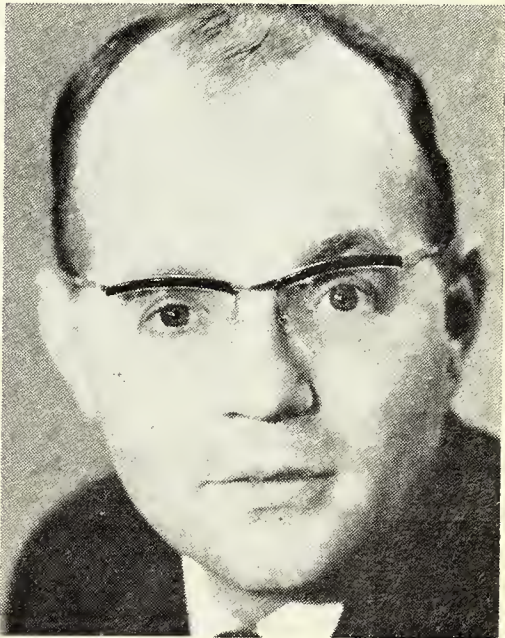
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A Benn Group Journal



*Mr D. H. Maddock proposes a fund to
relieve hardship suffered by pharmacists
with businesses in health centre areas
(see p 43)*

"At last I've found the make-up that's right for me."

You've probably been disappointed with the brands of make-up you've tried before.

Either the range hasn't been wide enough.

Or the rep. doesn't call often enough.

Or there isn't a flexible enough choice of merchandisers and displays for your store.

At Outdoor Girl we do better.

For a start, we advertise more each year, so more women each year are buying our make-up. (This year we're spending double our 1970 expenditure, in colour, in magazines like Woman's Own, She and I9.)

We keep our range so up-to-the-minute, its ahead of most other brands with new colours and products.

Our representatives call at least every eight weeks to keep you up to date.

And we provide displays and merchandisers to fit any space, from small counter units to large free-standing displays.

Since 1970 we've also completely repackaged and remerchandised our range. (It's given us a brighter, newer image.) And we've kept the quality high and the prices low.

If we've persuaded you to buy Outdoor Girl make-up, you won't regret it.

It suits all of our customers very well.

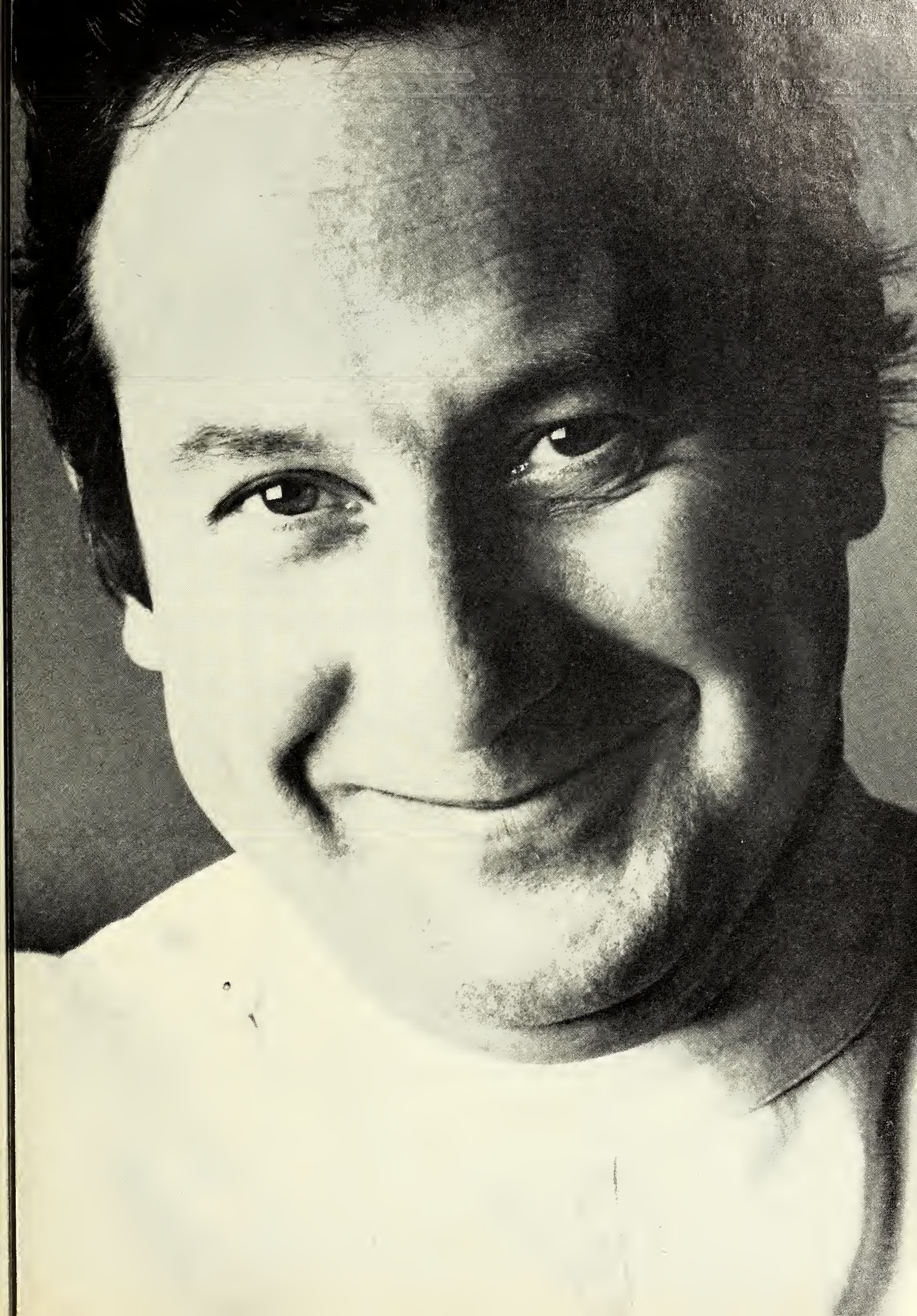
Outdoor Girl

I would be very interested in meeting the Outdoor Girl Representative when he is next in my area.

Name

Address

Post coupon to: Mr. A. Slater, OUTDOOR GIRL, Hook Rise South, Surbiton, Surrey.



New plan for an on-call rota service

A scheme to establish an after-hours on-call rota service, where practical, involving pharmacists living at or near their pharmacies is to be discussed by the London Pharmaceutical Committee at its next meeting on January 18.

The scheme is on the meeting's agenda following a suggestion by Mr Stanley Blum. Discussing the idea, Mr Blum told *C&D* that such a system would have to be organised by the Executive Councils and be properly remunerated.

If no changes were made, he said, the present voluntary arrangements should be brought more to the public's attention. Post Office switchboard operators could possibly co-operate in a call scheme.

Those suggestions arose following the death of a Wolverhampton baby (*C&D* January 1, p 5) which attracted several follow-up reports in the national Press during the week.

The Patients Association was quoted as saying that patients are entitled to more information about emergency arrangements by pharmacists and doctors and the *Daily Express* asked its readers: "If you were searching for an open pharmacy would you know that the police could get one?"

"There is no guarantee that a pharmacist will be available outside shop hours to make up emergency prescriptions," the same paper contended in a later report.

On January 3 the *Daily Mail* reported on a survey it had carried out. In the Highgate and Islington areas of North London it found only four out of 14 pharmacies with notices giving rota details.

"Many pharmacies," the paper records, "had no notice giving details of where prescriptions could be dispensed, although Boots Ltd had a sign stating that their Piccadilly Circus branch was always open".

A reversal in closure rate

More pharmacies opened for business in November 1971 than were closed down—a reversal in the recent trend.

The Pharmaceutical Society's November list of corrections to the register of premises records 39 additions and 27 deletions.

International ratio of pharmacists

A ratio of one pharmacist to every 4,000 people appears to represent an adequate provision, according to the December 1971 *WHO Chronicle*.

Reviewing a World Health Organisation health manpower survey, the article adds that many developed countries commonly have more pharmacists than the stated ratio, while developing countries frequently have between 100,000 and 500,000 people per pharmacist.

The reviewer, Dr Bernard Benjamin, who is the director of statistical studies, Civil Service College, London, remarks: "What is 'adequate' depends not only on economic development and affluence but also on the extent to which associated tensions may lead to a devotion to pills and medicine bottles".

Committee elections

Election notices have now been sent out to contractors and employees concerning pharmaceutical committee elections in England and Wales.

Any pharmacist engaged in the NHS pharmaceutical service who has not received notice and who wishes to ensure that the voting paper is sent to him for postal ballot, should send a post card addressed to The Returning Officer, Mallinson House, 321 Chase Road, London N14 6JN giving details of name, Executive Council area,

The net gain of 12 contrasts with an average loss of 27 premises during each previous month in 1971 and an average loss of 31 per month in 1970.

Six branches of Boots Ltd were closed in November and two opened.



Mr W. J. Bolton, outgoing president of the Ulster Chemists' Association, invests his successor, Mr T. W. Cresswell, with the insignia of office

name of chemist contractor or of hospital, and address at which employed, private address, and Pharmaceutical Society registration number.

In the following areas local arrangements have been made: Barnsley, Blackburn, Carlisle, Great Yarmouth, Huddersfield, Liverpool, NE London, Reading, Salford, Suffolk-West, Wallasey, Walsall, Warley. The name of the returning officer is available from the local committee secretary.

Health food market report

In a recent survey of health food shoppers it was found that the 13 per cent of the shoppers who had bought natural remedies, elixirs or vitamin supplements had accounted for 31 per cent of all expenditure. As the margin on the products was high, they made the most substantial contribution to the turnover of health food shops. A report on the survey suggests that chemists were clearly in a better position to take advantage of this than grocers, and recent activity by Boots Ltd had shown that they were fully aware of this.

It is claimed that the market is still in its infancy, and therefore still relatively small—worth £20 million in total, made up of dozens of different product groups—not yet the kind of area which a large food manufacturer would want to enter with one brand.

There were nevertheless several opportunities for the medium-sized manufacturer.

The report is available from System Three, 217 Tottenham Court Road, London W1P 9A5, price £120.

Armed drug raids in Australia

The first pharmacist to be shot in a wave of armed hold-ups on pharmacies in Sydney, Australia, was Mr Paul O'Sullivan, who suffered a fractured wrist and gunshot wounds.

He was at work in the Dee Why All-Night Pharmacy when a youth entered and demanded drugs. Mr O'Sullivan refused to co-operate, so the youth snatched \$80 from the till and ran off. During the pursuit the shooting occurred.

The incident, reported in *The Australasian Journal of Pharmacy* recently, is said to have confirmed the belief of pharmacists there that the introduction of drug safes has forced thieves to arm themselves with "guns, knives, iron bars and other offensive weapons."

In the first nine months of 1971 there were 24 hold-ups for drugs in New South Wales. During the same nine months in 1970 there were none.

Holiday exchange for children

Lists of British and French pharmacists who wish to arrange holiday exchanges for their children are now being compiled in London and Paris.

Members of the Pharmaceutical Society of Great Britain who wish to be included should obtain an application form from the secretary, Franco-British Pharmaceutical Commission, 17 Bloomsbury Square, London WC1.

Forms should be returned by the end of February and soon after that date lists will be sent to those interested.

FDA ruling affects two UK products

Winthrop Laboratories state that they no longer recommend Phiso-hex for the total body bathing of new-born infants in the home, and, on Tuesday, Richardson Merrell Ltd told *C&D* that their product Infa-Care would be reformulated to omit hexachlorophane.

Those events have been prompted by studies in the US which have revealed that the substance can be absorbed through infants' skins although no toxic symptoms have been noted in the babies.

The American Food and Drug Administration have recently recommended that products containing three per cent hexachlorophane should not be used for the total body washing of infants.

Winthrop Laboratories say that they have postponed a proposed advertising campaign for that use for Phiso-hex until further notice and that they are now amending pack inserts. Medical information literature has already been altered.

Richardson Merrell say that they have had inquiries from the public about Infa-Care following recent Press reports on hexachlorophane. They estimate that following their dilution recommendations, in bath water a 0.003 per cent solution of the substance is produced with Infa-Care—one hundredth of the minimum toxic dose about which concern has been expressed.

A spokesman said that they do not propose to recall the product.

Side effect reports reviewed

Of 4,392 cases of adverse drug side effects reported to the Swedish Adverse Drug Reaction Committee, since the body's inception in 1965, 1,113 were attributed to oral contraceptives, while 852 were ascribed to chemotherapeutic preparations. Drugs used to combat mental and psychosomatic disorders accounted for 542.

Skin reactions, occurring in 1,071 subjects, were the most prevalent form of manifestation; followed by 578 cases of damage to the liver and 451 involving thromboembolism.

Reports to the committee were reviewed recently in the *Swedish Medical Journal*.



A group of Max Factor representatives are seen here during a recent tour of the company's manufacturing plant at Bournemouth. The entire sales force of approximately 70 visited the factory following the annual sales conference held at the Dormy Hotel, Bournemouth

'Make VAT details available'—NPU

A plea for earlier release of details of value added tax was made last week to the Chancellor of the Exchequer by the National Pharmaceutical Union.

In a letter to Mr Anthony Barber, Mr J. Wright, on behalf of the NPU, underlines the special problems that will face pharmacists with the introduction of VAT, and stresses that the lack of detailed information so far made available renders it impossible for them to make adequate adjustment in advance.

Stressing the shortness of time that will remain between the announcement of details in the Finance Bill and the operation of the tax, the letter states: "In the meantime, we are quite unable usefully to advise our members on questions concerning, for example, accounting documents, book-keeping, stocktaking, accounting machinery, changes in their financial year and other administration matters about which they are seeking guidance. Can we, and other trade associations, not have details earlier?"

(The full text of the NPU letter is reproduced on p 46).

Problems of registration

An element of uncertainty is injected into a pharmaceutical company by the processes of product registration with national drug authorities. It is an element the industry finds difficult to absorb; and one which affects the rate at which a company can develop its overseas business.

Those were points raised on Tuesday by Mr Robert Jones, of the Centre for the Study of Industrial Innovation, in the first of the winter lectures organised by the Office of Health Economics.

Discussing a survey on the multinational structure of the industry, commissioned by the National Economic Development Office, Mr Jones said that companies had referred most frequently to widening registration requirements as an external factor affecting overseas

sales' planning. (Previously revealed marketing aspects of the NEDO survey were dealt with in *C&D*, November 27, p 791.)

None of the companies questioned dissented from the basic justification for registration controls, but many found control agencies tiresome in the procedures they required, and unnecessarily slow. Delay periods involved, before approval, could shorten the profitable life of products.

Mr Jones called for a harmonisation of registration requirements.

Irish news

Concern about foreign firms

The volume of drugs being transmitted through wholesalers will increase, by something in the order of £1m-1½m, under the new Health Scheme, according to Mr L. Nolan, Pharmaceutical and Allied Industries' Association.

Speaking at the annual dinner of the Wholesale Drug Federation of Ireland in Jury's Hotel, Dublin, recently, he said that the WDF would be a vital link in the distribution of medicines under the Scheme.

He expressed the hope that Irish companies would continue to handle the distribution of drugs, but said that with the Common Market "around the corner" there was always the possibility that major distribution companies from the continent would come into the Republic. However, he believed that community pharmacists, appreciating past service, would continue to support members of the Federation.

The Federation's chairman, Mr T. McAuliffe, said that the five members of the Federation employed a total of 30 pharmacists who were maintaining the strictest control on all drugs. He expressed concern that companies from the continent were now supplying drugs through all sorts of outlets. He felt that controls should be exercised over such companies, even though some of the medicines marketed by them had been described as "harmless".

It should be made clear that all medicines, scheduled and non-scheduled, should be channelled only through the pharmacist. Some of these preparations were being sought by teenagers through wrong channels and this was often the beginning of drug abuse.

COMPANY NEWS

Ltd. Together with Magazine zum Globus, who hold the other 49 per cent of the capital of John Valentine Holding AG, Sandoz plans an extensive development programme of the company's Fitness Clubs both in Switzerland and other European countries.

Good first half for Cussons

Pre-tax profits of the Cussons Group at £255,000 for the 26 weeks to September 26, 1971, are in excess of the comparable period in the previous year.

The interim dividend is held at 1p per share. In 1970-71, the total was 2p on pre-tax profits of £510,233.

After tax of £102,000 (£98,000) first half net profit is £153,000, against £132,000.

Long service rewarded

Three directors of the British Dyewood Co, Glasgow, recently received presentations for long service. They were Mr John Campbell, managing director (40 years), Dr D. J. Duff, works director (27 years) and Dr Thomas Currie, research director (25 years).

Mr Campbell is the third generation of his family to have served British Dyewood, whose main products are tannic acid, of which it is one of the world's largest producers, gallic acid, quercetin, tara extract and pyrogallollic acid.

Lentheric Morny change complete

The re-structuring of the UK management framework of Lentheric Morny, foreshadowed last autumn (C&D November 27, 1971, p 792) has now been completed.

Mr Bernard Nicholson took over from Mr Leslie Robinson on January 1 as managing director of the newly-formed company, Lentheric Morny Ltd.

The re-formed management will continue to operate from 17 Old Bond Street, London, W1, and to control business in the UK, Eire and exports to continental Europe.

In brief

Wander Ltd is the new company title of A. Wander Ltd, with effect from January 1.

Savory and Moore Ltd have taken over the business of E. H. Slater Ltd, Epping, from January 3. The business will continue to be run under the Slater title for the time being.



Watched by colleagues, Mr W. A. Kinnear, managing director, Vestric Ltd, cuts the first sod of earth at the site of the company's new development at Sheffield, on Monday of this week. Work will begin on the new branch premises later in the month. The new unit will provide more than twice the space at present offered by the Ellin Street unit

Appointments

Medicines Commission: Following the retirement of Sir Derrick Dunlop (C&D, December 4, 1971, p829), Lord Rosenheim, president of the Royal College of Physicians, has been appointed chairman.

The vacancy on the Commission created by Sir Derrick Dunlop's retirement will be filled by the appointment of Professor Graham M. Wilson.

Four of the members due to retire on December 31, 1971 have accepted re-appointment for four years. They are Mr K. J. P. Barraclough, Dr R. Harvard Davis, Dr F. Hartley and Professor Andrew Wilson.

Replacements for three other retiring members—Professor G. F. Boddie, Professor J. O. L. King, and Dr D. E. Wheeler—will be announced later.

Committee on Safety of Medicines: Mr J. B. Brown succeeds Mr L. H. Hayward as secretary.

Food Additives and Contaminants Committee: Professor B. C. L. Weedon, has been re-appointed chairman until November 30, 1974. Professor F. Aylward, Dr J. H. Hamence, Mr J. Saunders, and Professor E. F. Williams have been re-appointed members and Dr W. C. Fulton and Professor M. Ingram have been appointed as additional members.

ICI agricultural division and subsidiary companies: Mr G. S. Roberts, became chairman on January 1. He is also chair-

man of Plant Protection Ltd and Scottish Agricultural Industries Ltd.

Mr J. K. Pitts joins the board of the division as a deputy chairman from Mond division where he has been solvents and monomers group director. Dr P. W. Reynolds is the other deputy chairman of the division.

Fisons Ltd: Mr R. Bounds, finance director, has assumed the additional appointment of chairman of Fisons Scientific Apparatus. He succeeds Mr H. P. P. Hodkins, a senior vice-chairman of Fisons Ltd and director-in-charge of Fisons pharmaceutical division, leaving the latter free to concentrate on the global expansion of the company's pharmaceutical interests, particularly in the United States.

UniChem Ltd: Mr Thomas Reid, FPS, has been appointed chairman, in succession to Mr J. Howard Evans, who has resigned in order to devote more time to his retail business.

Mr Reid, who joined the board of UniChem in 1970, is the owner of a pharmacy in Haslemere, Surrey. He was designated a Fellow of the Society in 1966 and is a past president.

Kimberly-Clark Ltd: Mr Bernie Conroy, marketing director, has been promoted to a new post within the company's parent organisation in the United States.

Max Factor Ltd have appointed Mr Barry R. Silver their marketing manager.

Important Dutch merger

Amsterdam Chemie Farmacie (ACF) intends to take over the Amsterdam bandages and dressings manufacturer Utermöhlen. ACF will offer shares in exchange for the outstanding stock and convertible debentures of Utermöhlen. The offer is being made for the Fl 2.8 million nominal value share capital of Utermöhlen in terms of new ACF shares with a nominal value of Fl 25, sharing in the 1971 profit, at a rate of 13 ACF shares for Utermöhlen shares for a nominal value of Fl 1000.

ACF is a leading producer of quinine, and many other pharmaceutical specialities. It also controls, via the pharmaceuticals wholesalers Brocasef, more than half of the Dutch market in medicines. Brocasef is a joint venture of ACF and the Gist-Brocades concern. Utermöhlen is Holland's leading producer of bandages and medical dressings.

Laporte profits down £1m

Although half-year group sales of Laporte Industries Ltd for the period ended September 26, 1971, were 13 per cent higher than the corresponding period of 1970, group profits before tax, at £1,047,000 declined "substantially" say the directors.

The comparable figure for 1970 half year was £2,188,000. Blame for the lower profits is attributed to the results of the company's Stallingborough chloride titanium dioxide plant, where technical problems delayed production and the corresponding benefit of higher sales.

Sandoz AG in fitness clubs

As a further step in its diversification programme in the health field, Sandoz AG, Basle, Switzerland, parent company of Sandoz Products Ltd, have acquired a 51 per cent holding in John Valentine Holding AG, Zurich, from the Canadian company Bartaco Industries

PEOPLE

Mr Anthony F. Cox, chairman, Arthur H. Cox & Co Ltd, Brighton, received an illuminated scroll signed by all the company's 400 employees recently to mark the completion of his 50 years' service with the company. The presentation was made at the staff's



Mr A. F. Cox

Christmas dance when Mr Cox was also presented with a scale model of an outboard motor—a gift from the company.

The chairman's cousin, **Mr H. Roy Cox**, also received an illuminated scroll to mark his retirement. Mr Roy Cox, who has been deputy chairman, also received a greenhouse, radiogram and document case from the company and staff.

Mr Arthur Hirst, after an association of over 46 years with Thornton & Ross Ltd, has retired from full time service with the company. He became company secretary in 1939 and in 1947 was appointed a director, becoming chairman three years ago.

Mr Hirst will continue as a member of the board of Thornton & Ross, in a consultative and advisory capacity. He is also company secretary of Sandrops Ltd, an associate.

Mr Hirst's younger son, a Bachelor of Pharmacy, is in charge of the therapeutic substances department of Thornton & Ross.

Mrs B. E. M. Grocott, MPS, retired from the senior staff of the NPU Group on December 31, 1971. Mrs Grocott, who joined the staff eight years ago, was responsible for the preparation of the NPU price calculator. She also handled the com-

pilation of the new "Compendium of Past Formulae" published during the changeover to the metric system in early 1970.

Among her other duties Mrs Grocott dealt with members' forensic and labelling enquiries and questions about the JIC conditions of employment and staff training matters including the recently introduced correspondence course.

Deaths

Alstead: Recently, Mr William Alstead, MPS, 118 Shorrock Lane, Blackburn, Lancs, aged 50. Mr Alstead qualified in 1943.

After war service in Burma he managed a pharmacy in Spring Lane, Blackburn, eventually acquiring the business from the owner 12 years ago.

Newman: On December 24, Mr F. H. Newman FPS, former deputy chief pharmacist of University College Hospital, London, aged 77. Mr Newman retired from UCH in March 1958.

Dr T. D. Whittet writes: Mr Newman was an excellent pharmacist with a special gift for producing ingenious pieces of apparatus. He was also a person profoundly devoted to pharmacy and to the service of his fellow men.

Watson: On December 22, 1971, Mr Robert Matthews Watson, Registered Druggist, 26 Mount Merion Avenue, Belfast 6. Mr Watson had a wholesale business in William Street, Londonderry, for many years. He retired about 17 years ago. Mr Watson was keenly interested in the work of the Pharmaceutical Society of Northern Ireland and acted as hon treasurer 1957-1967. He was druggists' representative on the Society's Council for eleven years.

NEWS IN BRIEF

□ Scotland's pharmacies are being asked to take part in the latest poster ad leaflet campaign organised by the Scottish Health Education Unit. The campaign theme is dental care during pregnancy.

□ Three narcotics agents were executed by firing squad in Tehran last week, bringing the total executed in Iran to 125 in two years.

□ The full rate of import duty on low density polyethylene and on polystyrene was raised from 10 per cent to 16 per cent *ad valorem* with effect from January 1.

Topical reflections by Xrayser

Another year

The coming of another year does nothing to efface the problems which which pharmacy is beset, and we carry forward into 1972 a large number of questions to which we must attempt to find answers. I do not think it extravagant to say that there has never been a time in our history in which so many complicated issues have had to be faced, and no Council of the Pharmaceutical Society has ever had such need of strong leadership or of such far-sightedness and wisdom as is required at the present time.

The situation is one of rapid development in so many directions, and the task of our leaders is one of great responsibility, calling for statesmanship of a high order. There is, for example, the Council's dedication to the provision of a planned service. Much thought and effort have gone into the planning, but in the meantime Government and local authority go ahead with a widespread development of health centres, with the avid co-operation of the medical profession. There has been, despite the Society's efforts, little or no cohesion, and the convenience of the patient seems to have had scant consideration.

It is a simple matter, if on occasion savouring of melodrama, to throw up premises for group practice or health centre, wherever a piece of ground is available, regardless of its geographical suitability. It is not always to the advantage of the patient when scattered surgeries, which have grown up over the years to serve particular local communities, decide to congregate under one roof. I have seen several examples of such groupings which have resulted in patients having to travel considerable distances, and it is little consolation to the older section if the cost of transport largely offsets the exemption from prescription charges.

Close co-operation

Pharmacy is faced with a dilemma. It is a simple matter for the doctor to remove himself from his existing surgery to a modern and comprehensive unit. Pharmacy is differently placed, and the pharmacist is not in a position to abandon his premises and move overnight as the doctor may do. On the other hand, by remaining where he is, there is the possibility that his professional life will be completely disrupted and he will face economic crisis. And yet, can we allow a situation to arise in which pharmacy will be the only part of the healing service which is outside the modern concept of medical service?

The question has been asked for many years now, and we seem to be little further forward. It would seem to be logical that the doctor, the dentist, the nurse and the pharmacist should work together as part of a team in closer contact than previously. Vested interests create vast problems, but these must be faced if pharmacy is to survive as a profession. Just as the young doctor thinks more and more in terms of group practice, so is it possible to visualise our young graduate looking for a future in which he will combine his specialised knowledge with that of the other professions.

Europe

But that is only one of the problems. There is, looming up, the EEC, and the Council should not hesitate to seek advice and help from every possible source. The closest contact with our continental colleagues is vital, bearing in mind that there is not uniformity of practice.

STOCK BIOVITAL

*the vitamin tonic that's backed
by National Advertising*

From the first week in January Biovital are mounting a new high-frequency campaign.

An average of 7 advertisements a week for Biovital will be appearing in no fewer than 21 national newspapers and women's magazines.

20 million women all over the country will have the chance to see them time and time again.

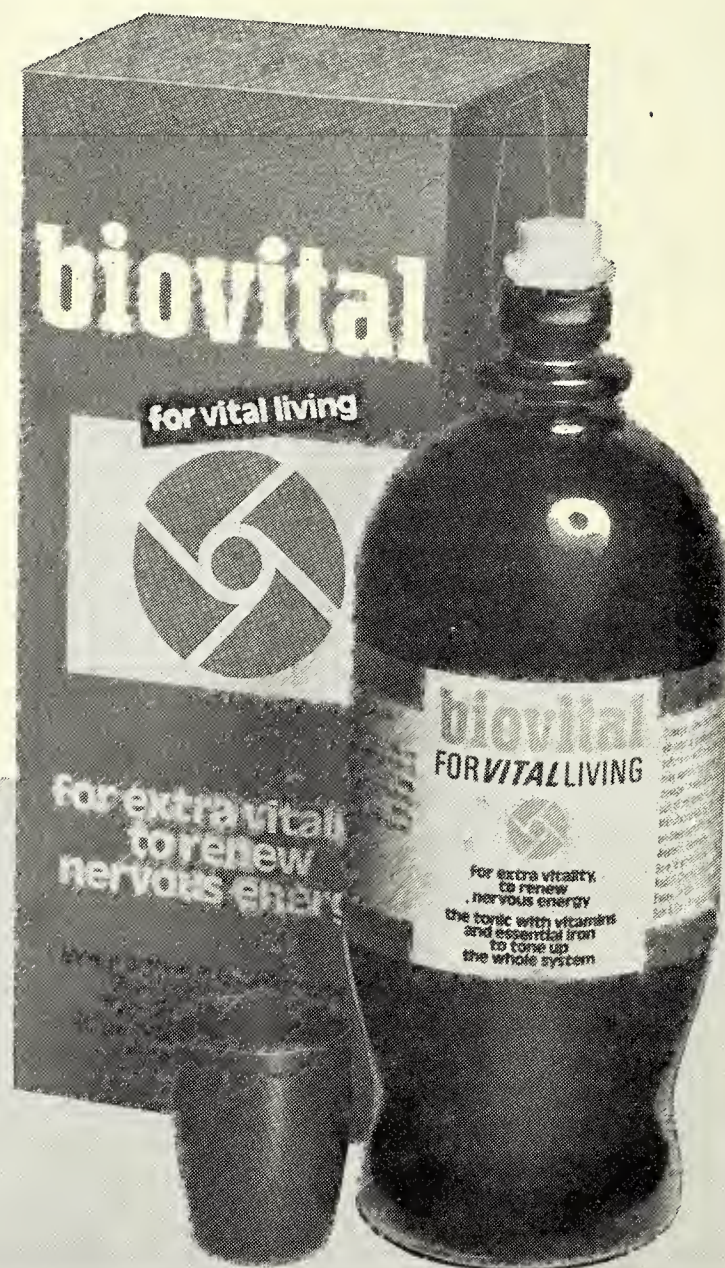
These advertisements have *proven* appeal. They have been tested on panels of women and only those that have been consistently successful have been selected.

Planning like this has swept Biovital into brand leader position.

Chemists-only success story

The success of Biovital owes a lot to you, the chemist. Because Biovital is promoted only through chemists. Remember, we value your support highly and we give you 40% profit on every bottle.

Be sure to order on *bonus terms* now in time to take advantage of the new campaign.



PLACE YOUR ORDER TODAY!

biovital

RETAIL PRICE £1 YOUR PRICE 67p

Note: An extra discount of 10% is given on direct orders of 15 or more bottles of Biovital. Or 6 bottles with an order for Radian Products value £12 upwards.

U.K. Distributor: Radiol Chemicals Ltd., Stepfield, Witham, Essex CM8 3AG. Tel: Witham 2538.

Scottish Agents: Wade Pharmaceuticals Ltd., Springfield Laboratories,
Bishopbriggs, Glasgow, Lanark. Tel: 041-772 1152.

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Ucal re-designed pack

A new plastic pack has been introduced for Ucal iodised throat lozenges and heart-shaped indigestion lozenges.

The pack design is similar for each product but both have a characteristic identifying symbol (United Chemists (Ucal) Ltd, Ucal Works, Cheltenham, Glos).

Veterinary

Poultry vaccine

Burroughs Wellcome and Co have available La Sota strain freeze-dried Newcastle disease vaccine.

The new vaccine is intended for administration to all classes of poultry that have already received one or more doses of Newcastle disease (Strain Hitchner B1) vaccine. It is packed in 1,000 dose bottles.

Wellcome's Marek's disease vaccine, Marivax is also now available in a 250 dose pack in addition to the 1,000 dose size. The new pack size should give poultry farmers greater flexibility in cases where small numbers of birds need to be inoculated (Burroughs Wellcome & Co, veterinary division, Berkhamsted, Herts).

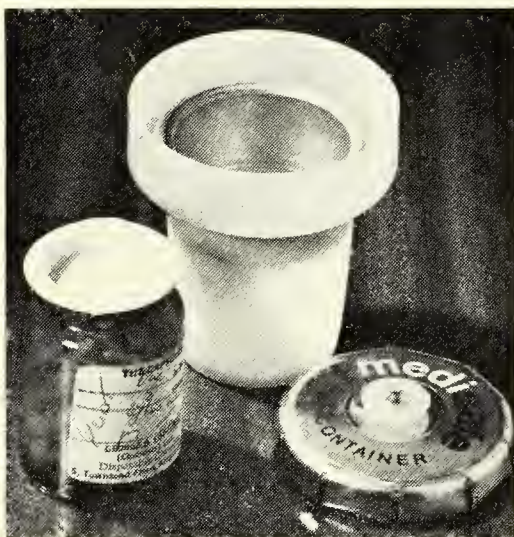
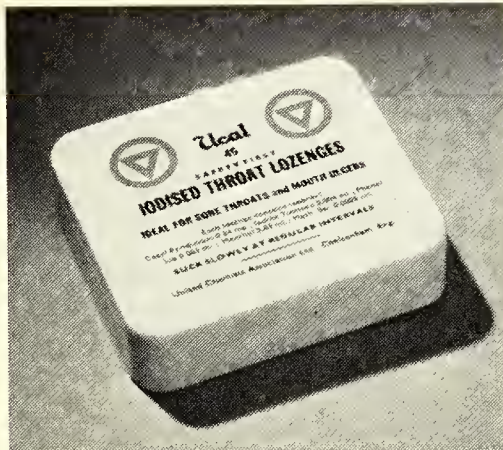
Cosmetics and toiletries

Shampoo to fight dandruff

Sulfrin is the latest introduction by Super-vite. It is a hair shampoo designed to combat dandruff and greasy hair and is manufactured by George Dralle, Ham-bourg. The shampoo is in a pack containing 60g (£0.45) (Supervite Manufacturing Co Ltd, 107 Great Eastern Street, London EC2).

To help in regeneration

From Estée Lauder comes New Skin Skimming Creme to help the constant regeneration of the skin layer by assisting in the removal of the "surface flakes so that the fresh skin below can shine through". Pack is container of 2oz (£3.30) (Estée Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1).



Antiseptics

For hospitals only

Hibiscrub, a new antiseptic cleansing solution for hand disinfection prior to surgery and for routine use on wards is the latest preparation from ICI.

Initially sales will be to "hospitals only". The preparation is based on Hibitane chlorhexidine and is supplied in three sizes: 230ml (£0.52), 500ml (£0.90) and 3l (£4.90). Hospitals may obtain quantity prices on demand (Imperial Chemical Industries Ltd, pharmaceuticals division, Alderley House, Alderley Park, Macclesfield, Cheshire).

Sundries

'Child-proof' container

An addition to the "child-proof" medicine container range comes from Medisafe Ltd, Queens House, Leicester Place, London WC2 7BP. The company was formed in order to launch the product and other related lines.

The Medisafe container is made of polythene and has a metal collar inside. The lid has flanges that grip the collar when the container is closed. When the centre of the lid is pushed hard it becomes concave and the flanges move outwards releasing it.

To replace the lid the dent is removed by pressure on the under-side, and it can then be fitted over the collar again.

The majority of young children attempt to open containers with their jaws, which are very much stronger than their hands. They are usually capable of breaking off lids and caps if they can get their teeth under the lip of the lid. The manufacturers of the Medisafe container say that special

consideration was given to this in the design.

In a test with children under five years of age, not one out of 300 was able to open the container. Adult strength is required to press the lid.

The barrel of the container is slip-resistant and the product has been designed with the infirm and manually disabled in mind. It can be opened by pressing against the corner of a piece of furniture.

Medisafe Ltd are aiming to produce a larger container shortly at a lower price. They say that they will be distributed through chemists only. The present container, which will hold the smaller dispensing receptacles, is available direct for £0.25, plus £0.05 postage.

Photographic

Recharged in an hour

Braun have now marketed a flash unit the F 245 LSR (£54) which recharges so fast that the energy used up by a single flash is replaced every sixty seconds; after ten minutes, ten flashes have been replaced and after an hour a completely discharged unit is ready to give its full capacity of some fifty flashes.

A red light starts to glow on the charging plug as soon as the flash is connected and high speed charging has commenced. It remains alight until the battery is fully charged.

As soon as that happens, a small white light on the flash unit comes on to indicate that a low-power trickle charge has replaced the fast one. This can remain on indefinitely without harming the battery.

Recycling time is 9 seconds and the angle covered evenly is 51° horizontally and 53° vertically. The unit weighs 9½oz and measures 3½ x 3 x 1¼in. It synchronises either via a centre contact ("Hot-shoe") or by means of a synchronising lead. It comes complete with charging unit, mains lead and synchronising cable. (Distributors, Johnson of Hendon Ltd, 335 Hendon Way, London NW4).

Photax tripod

Tough, stable, yet light in weight, the new Ajax tripod (£9.95) from Photax combines modern design with extremely functional operation. Of square-section aluminium, the legs' upper sections are light grey and the lower self-colour. Hard plastic cups are fitted to the feet; these screw up to allow use of metal pointed tips outdoors and down for indoor working.

The legs are extended by means of a quick-release lever operated cam—fully open the tripod measures 41½in (without centre column extended) and closed 25½in. The centre column is 23½in long and is fitted with a reversible English/Continental thread. At the top of the column there is a circular black nylon camera platform 2in in diameter. Overall weight of the Ajax tripod is 3½lb.

When the tripod is closed the lower rim of the centre column engages with hooks fitted to each leg.

The Ajax projector platform (£2.97) converts the tripod into an efficient stand for most 2in x 2in and 8mm projectors (Photax, Eastbourne, Sussex).

TRADE NEWS

NPUM get Spontex franchise

NPU Marketing now have the marketing franchise to member chemists for the Spontex and Spontex Velure range of sponges.

The NPUM launch, covering seven products, began on January 1. The range comprises:

Spontex cellulose sponges in baby, toilet, shower and bath sizes with a colour assortment of orange, blue and lemon.

Spontex Velure polymer sponges in baby, shower and bath sizes with assorted colours of pink, blue and yellow.

The complete range has been repackaged to include the NPU symbol and pre-packed display outers will be available for all packs.

Transfer of products and new name

The Sandoz products Belladanal, Belladanal Retard, and Neutrolactis are being transferred to the Wander range issued by Wander Ltd (hitherto A. Wander Ltd), 42 Upper Grosvenor Street, London W1X 0AL. During the transitional period, packs bearing either the Sandoz or the Wander name and address will be in circulation. The pack sizes, content and prices are unchanged.

Southern orders should be addressed to: Station Road, Kings Langley WD4 8LJ Herts (tel Kings Langley 64121). Those for the North should be sent to PO Box No 4 Calverley Lane, Horsforth, Leeds LS18 4RP (tel Horsforth 4646).

Migraleve pink pack

The Migraleve dosage scheme for migraine, includes pink tablets for prophylactic or early use and yellow tablets for use where further medication is required. The blue duo pack contains both types, and there is a yellow supplementary pack for those users for whom there are insufficient yellow tablets in the duo packs.

Following requests for a "pink only" supplementary, the company is issuing one containing 12 pink tablets (£0.42) in a pink pack (International Laboratories Ltd, Lincoln Way, Sunbury-on-Thames, Middlesex).

Bonus offers

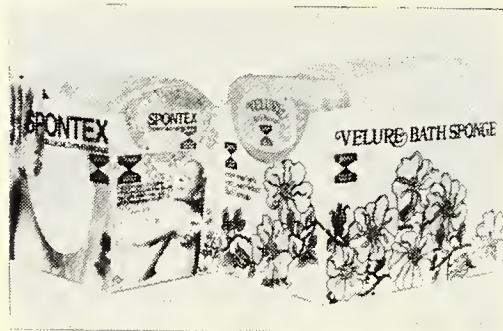
Robinson & Sons Ltd, Wheat Bridge Mills, Chesterfield, Nikini pads. A 20p bonus per case of 48 packets (until February 26).

Cuxson, Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs. BPC cotton wool. 1 packet Softex household wool (pleated) free with each 1 doz 1oz or 2oz BPC cotton wool. Two packets

with each 1 doz 4oz or 8oz and two packets with 6 only 16 BPC cotton wool. Pan Britannica Industries Ltd, Britannica House, Waltham Cross, Herts. PBI and Bio garden products. 5 per cent extra discount on order for delivery on or before February 29. Through wholesalers.

United Chemists (Ucal) Ltd, Ucal Works, Cheltenham, Glos, GL52 6HD. Iodised throat lozenges and heart shape indigestion lozenges. Plastic packs 12 invoiced as 11 (until January 31).

Spontex/NPUM (see col 1). Introductory offer 12 invoiced as 11. 5 per cent discount on four or more assorted packs.



PRESCRIPTION SPECIALITIES

DRICOL nasal spray and drops

Manufacturer Bristol Laboratories Ltd, Stamford House, Station Road, Langley, Bucks

Description A buffered, isotonic, aqueous solution of amidephrine mesylate 0.1 per cent

Indications Nasal congestion associated with the common cold, catarrh, sinusitis and hay fever, may also be helpful in the adjunctive treatment of some middle ear infections

Contraindications Monoamine oxidase inhibitor treatment

Method of use Drops: 2-3 drops in each nostril every 6-8 hours. May be used in infants. Spray: 2 or 3 sprays in each nostril every 6-8 hours. Recommended for adults and children only. A maximum dose of 3 drops, or 3 sprays six times a day should not be exceeded

Precautions Should be used with caution in patients known to be sensitive to sympathomimetic amines

Side effects Mild transient burning, stinging or tingling sensations and sneezing have been observed. Nasal dryness or increased discharge have been reported

Packs 15ml squeeze, and dropper bottles (£0.19 trade)

Issued January 1972

PREMARIN 2.5mg tablets

Manufacturer Ayerst Laboratories Ltd, Forge Court, Yateley, Camberley, Surrey

Description Additional strength tablets, which are purple, oval and sugar coated, each containing 2.5mg conjugated oestrogens

Indications Suppression of lactation, functional amenorrhoea and prostatic carcinoma

Dosage Suppression of lactation: 5mg every 5 hours for 4 doses. Functional amenorrhoea: 3.75mg daily. Prostatic carcinoma: 5-7.5mg daily

Precautions In women must be given cyclically (3 weeks of treatment, 5 days rest) to avoid stimulation of the breasts. In men

therapy may cause gynaecomastia, loss of libido and testicular atrophy

Side effects See literature

Pack of 30 tablets (£0.68 trade)

Supply restrictions P1, S4B

Issued January 1972

PREMARIN vaginal cream

Manufacturer Ayerst Laboratories Ltd, Forge Court, Yateley, Camberley, Surrey

Description Vaginal cream containing conjugated oestrogens 0.625mg/g in a non-liquifying base

Indications Atrophic vaginitis before and after surgery in the postmenopausal woman and pruritus vulvae

Method of use 2g to be inserted daily using calibrated applicator

Storage In a cool place

Pack 42.5g tube, plus sterile applicator (£1 trade)

Supply restrictions P1, S4B

Issued January 1972

DOPAMET tablets

Manufacturer Berk Pharmaceuticals Ltd, Station Road, Shalford, Surrey

Description Methyl dopa tablets BP 250mg; yellow, film-coated

Indications Hypertension

Dosage As for methyl dopa BP

Storage Store in a cool dry place and protect from light

Packs Containers of 250 (£4.26 trade) and 1,000 (£16.59)

Supply restrictions Recommended on prescription only

Issued December 1971

Injections and an aerosol

Geistlich Sons Ltd have added Anaflex aerosol, 100g (£0.78), Ethulose, 500mls (£1.30), Laevuflex, 500mls (£1.10) and Aminoplex 14, 500mls (£4.90) to their range.

The latter three are injections for intravenous use. Ethulose contains laevulose 15 per cent and alcohol 5 per cent; Laevuflex contains laevulose 20 per cent and Aminoplex 14 for parenteral feeding is a solution of amino acids and contains no carbohydrate (Geistlich Sons Ltd, Newton Bank, Chester By-Pass, Chester).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Antussin: Ln, M, Lc, Y, Sc, So, NE

Askit powders: Sc, G

Beecham powers: All except E

Beecham powders + hot lemon: All except E

Buttercup syrup: Lc, Y, NE

Coldrex: Ln, M, Lc, Y, Sc, So, NE

Famel adult cough syrup: All areas

Harmony hairspray: All except E

Hedex: All except U, E

Ironplan: All except E

Phensic: M, Lc, So, WW

Protein 21 shampoo: All areas

Setlers: Ln, M, Lc, Sc, WW, So, NE, A, U

Signal toothpaste: All except E

SR toothpaste: All except E

Venos cold remedy: All except E

Venos cough mixture: All except E

COMMENT

Publicising a service

General practice pharmacy has received some adverse publicity in the national Press following the death of a baby in Wolverhampton over the Christmas holiday (last week, p 5). First reports suggested that difficulty in finding a chemist open to dispense a prescription was a contributory factor—though the baby's father has since admitted that he did not read the notices showing pharmacies on duty.

It seems that in Wolverhampton the statutory notices were on display—and one pharmacy visited by the father even gave the number to be telephoned in emergency.

It would appear that there are a number of lessons to be learned from this incident. Following up the Wolverhampton story, *Daily Mail* reporters carried out an investigation and found that in parts of the London area, few pharmacies displayed details of the rota service.

It seems more than likely that, in the areas visited, late-opening pharmacies had removed the need for a rota service, and under these circumstances there is no contractual requirement for closed pharmacies to display a notice. Few pharmacists would be anxious to publicise a competitive service where there is no agreed rota, but the omission is of no help to the patient with a prescription issued outside normal business hours.

There are few areas in which a 24-hour on-call service is not provided on a voluntary basis—but is its existence always known to the public? And do they know how to get in touch with the service?

The answer is surely a uniform system, with directions for contacting the pharmaceutical service stated on a notice displayed at every pharmacy. The obvious place for this information is the statutory rota notice—but a notice, we would hope, of higher quality than that sometimes issued by Executive Councils.

Considering that many notices have to be exhibited in unlit shop doorways—could not the NHS afford a standardised illuminated sign? Such a sign could incorporate a readily recognisable pharmaceutical symbol. It is unlikely that the Wolverhampton father would have missed such a sign—and perhaps the consequences would then have been less tragic.

Value for money...

This spring, CHEMIST AND DRUGGIST is launching a new publication for the pharmaceutical profession and industry—the *C&D DIRECTORY*. The *DIRECTORY* supersedes the Year Book which has been a companion to the *C&D* weekly for over 100 years.

During the past 12 months, the *C&D* team has been looking at ways in which the Year Book could be improved to bring it into line with the other trade directories for which the house of Benn Brothers Ltd has a justifiably high reputation. Each Benn directory is a standard work of reference in the industry it serves, and ways have been sought, therefore, to strengthen the editorial content of the *C&D* Year Book.

The first step has been to incorporate a revised and up-to-date edition of the authoritative CHEMIST AND DRUGGIST

TABLET AND CAPSULE IDENTIFICATION GUIDE, with its well-tried system of colour matching, size, shape and mark references. Secondly, the Buyers' Guide section has been made even more extensive—it is expected to include over 10,000 entries when the *DIRECTORY* goes to press—while the suppliers' address list has been made even more comprehensive on a "free entry" basis. All essential features of the old Year Book are retained—companies, their directors and subsidiaries, professional and trade organisations, salary structures, NHS services, poisons, purchase tax, etc—each section being fully revised and, where possible, expanded. In addition, there are guides to new legislation affecting general practice and industrial pharmacy.

Naturally, such a publishing undertaking costs money—too much, regrettably, for the *DIRECTORY* to be made part of the *C&D* subscription. In fact, increasing costs would have necessitated a rise in subscription if the former Year Book had been retained. Instead, the new *DIRECTORY* will be offered to *C&D* subscribers at £3 (postage and handling £0.40) half the price that is being charged to non-subscribers. This represents excellent value for money when compared with the previous cost of £5 for the TABLET AND CAPSULE IDENTIFICATION GUIDE and, for non-subscribers, £5 for the Year Book. Publication date is March 1.

It is confidently believed that the *C&D DIRECTORY* will quickly establish itself as a basic reference book throughout pharmacy and associated industries.

... and money well spent

How the pharmaceutical industry spends money seems to be a favoured subject for criticism in the area of Westminster (and, for that matter, near the *C&D*'s own doorstep in Fleet Street). A piece of information that reached us this week from the Sterling-Winthrop group sets off a train of thought that, we believe, might be equally worthy of the attention of the industry's critics.

The group has announced that pensions to retired employees are being increased to restore them to the purchasing power they had at the time of retirement.

For example, someone who retired three years ago will receive an 18 per cent increase in pension, while something like a 58 per cent increase will come to an employee who retired in 1961—and those who left the group's service earlier will get a proportionately greater benefit.

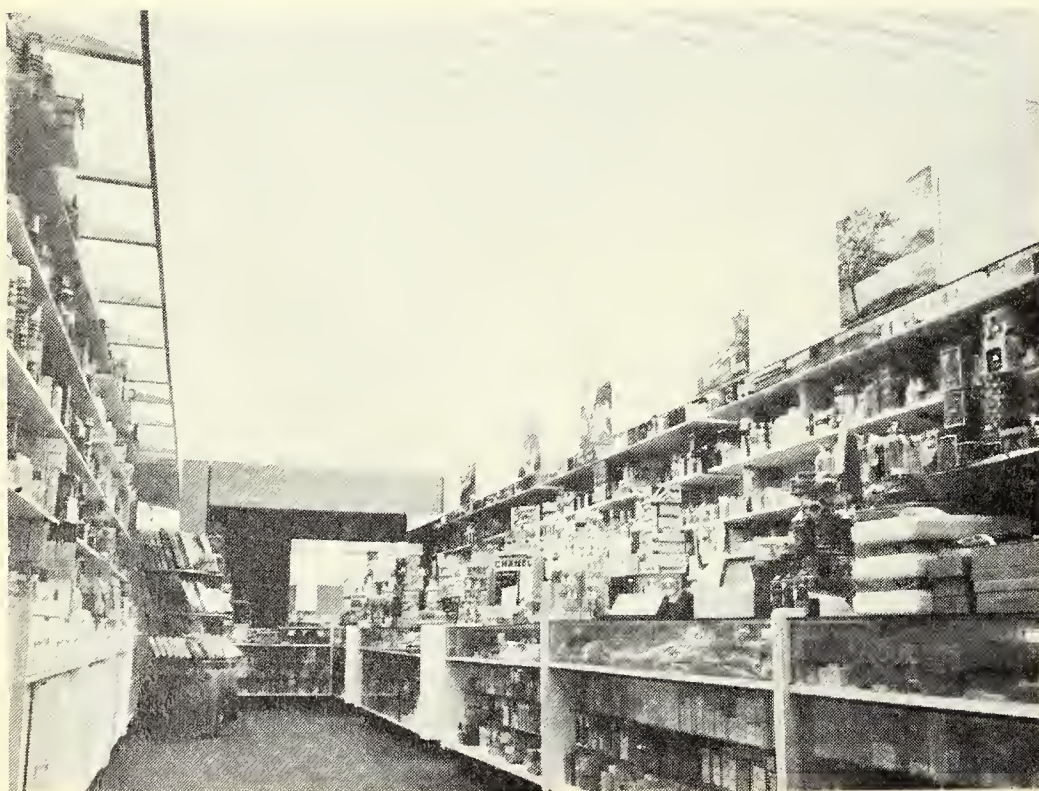
Sterling-Winthrop are not alone in such measures. Burroughs Wellcome & Co or its legal entity—The Wellcome Foundation Ltd, for example, have made continuing upward adjustment over a period of years specifically aimed at keeping pensions ahead of cost-of-living rise. At ICI there was, last autumn, a 15 per cent increase for all those who retired before March 31, 1969—again part of a continuing review scheme—while the Glaxo group have reviewed pensions continually since about 1949, and have made five increases in the past decade.

These are examples: many other companies have equally commendable records. We can only suggest that critics of the industry's spending view the picture as a whole and recognise that such disbursements must come from earned profits.

Tradition and innovation in Coventry



Above: The shopfront and display windows. Below: a general view of the pharmacy, showing how an illusion of width has been created with the laterally-slatted ceiling



An element of self-selection has been introduced to the old-established pharmacy of Loveitt & Bones Ltd, Coventry, following a move to new premises.

The move came about when the original premises in Hertford Street was scheduled for demolition under the redevelopment scheme planned by the Coventry Corporation. The street has become a pedestrian shopping thoroughfare, and the new pharmacy is sited where Hertford Street adjoins the city's main square, Broadgate.

The shape of the new premises—62ft 6in long by only 13ft 6in wide—presented some special problems. In planning how to make best use of the available space, Mr R. E. Tubb, the proprietor, worked closely with the shopfitters, Plumb Contracts Ltd. The result is an interesting blend of personal service and self-selection. In the first place, to give an illusion of width, a laterally-slatted metal ceiling with level illumination was installed.

The dispensary is sited at the far end of the selling area, so that anyone entering the pharmacy with a prescription passes the whole range of displayed merchandise on either side of the single aisle. A long, leather seat is provided in the dispensary area for those waiting for prescriptions to be dispensed and provides a vantage point for viewing the merchandise.

Materials were chosen with an eye to future decorating problems—and, from the facing-brick wall at the front of the dispensary and the attractively tiled shop fascia, to the formica-covered shelves, the accent is on trouble-free, easy-maintenance surfaces. The floor is carpeted throughout—and the combination of these styling factors give the shop character.

The entire left-hand side of the pharmacy is a self-selection cabinet mainly for cosmetic goods, while sales staff are always available behind the main counter on the right to assist customers if needed. This fixture is designed to contain sizeable counter displays and has see-through tops and glazed cabinet fronts for a range of prestige cosmetics and photographic equipment.

The leather seat in the dispensary area affords a vantage point for viewing the merchandise display



LETTERS

Health centre hardship

Having pioneered work upon the effects of health centres upon pharmacy and the community, I have received communications from various pharmacists who are experiencing difficulties. The following are abstracts from a recent letter:

"This is an old established dispensing business half-way between a town and a large suburb. About 60 per cent of the prescriptions dispensed are from one nearby surgery. Mine is the only one of 10 or so pharmacies in the area which is likely to be adversely affected by a projected health centre, so there does not seem to be any prospect of concerted action.

"I am 63, and had intended to retire in about two years' time, which is just about the time that the centre will open. Nearly all my savings are in the business, and my chances of making a good sale have been slashed. It is too late to offer the business before the centre arrives, and the value as a going concern has plummeted. A younger man could perhaps make some contingency plans, but for me the threat to the business is coming at the very worst possible time.

Unhelpful reply

"I have written in a similar vein to the Society, but the reply was most unhelpful, if not callous—'normal hazards of business, etc'. They could not care less.

"Let me add that I do a fair general trade, but dispensing has always been the backbone, and I have not branched out into avenues outside normal pharmaceutical channels. Perhaps if I had put my efforts into wines and spirits or ladies' tights, my prospects would not be so bleak!"

It is true to say that no official pharmaceutical declaration has been made to cope with the circumstances already experienced by myself and so lucidly expressed above. It is surely time that we began thinking in terms of protecting our members *now*, and not only to be concerned as hitherto, with long term arrangements.

Is it unreasonable to suggest that the Government be approached to set up a fund, to help pharmacies—not in distress due to the "normal hazards of business"—but in distress due to the reorganisation of general medical practice. Especially when this reorganisation has been stimulated by the following factors:

☐ In April 1953 interest-free loans were made available to doctors from the group practice loans fund financed by £100,000 per annum of government money.

☐ In July 1971, the Department of Health issued a circular, which included the words "the Secretary of State wishes to encourage local health authorities to supplement and expand their present plans for

Continued on page 44



A busy display and medicine counter in front of the dispensary



Above: See-through counters on the "personal service" side of the shop. Below: Self-selection displays top a run of storage cupboards



Continued from page 43

the development of health centres wherever family doctors wish to practise from them".

If the dichotomy of pharmacy is used in an attempt to thwart the setting up of such a fund, might we further suggest that we volunteer to match the Government's contribution. The estimated number of prescriptions for 1972 is 267 million; a contribution of 0.04p per item would therefore produce £106,800. A contribution less than that provided towards the expenses of some pharmaceutical committees.

The mechanics of such a scheme would have to be retrospective, either for goodwill or profits, along the lines of existing systems for rate rebates, and would surely do much to help alleviate the worries of both private and multiple pharmacy.

D. H. Maddock
Cardiff

Venue in Israel

May I bring to the attention of your readers a number of congresses taking place in Israel during August 1972. They are: The Second Congress of the World Alliance for Pharmacy, the International Congress of Catholic Pharmacists, and the International Pharmaceutical Students Federation Congress.

The above congresses are taking place in Jerusalem at a time when the new school of pharmacy at the Hebrew University will be opened. This will surely be the highlight of the congress, since many people in the United Kingdom have donated toward the school. They will be able to see the results of their generosity.

Special tours of Israel are being arranged, and group flights are available to participants.

The congresses, which are tax deductible, offer an opportunity of seeing the Holy Land, where the ancient and the modern live side by side.

Further information can be obtained from me at the address below.

Howard L. Rice,
Laurice of London Ltd,
34 Leinster Terrace, London W2 3ET.

Cutting the cake

We have often heard the cry: "The cake cannot be increased in size, only cut up in a different way". The great pity is that we have accepted this excuse time after time—remember the sliding scale of on-cost—we have never cried "halt" and really meant it. Now it may be too late.

I see (*C&D*, December 4, 1971, p 829) that over 100 Labour MPs have signed a Parliamentary motion asking for a reduction in spending on pharmaceutical services in 1972. A general motion of this type is bad enough, but it becomes worse if you consider one of the ways in which they propose to make this reduction. "By the bulk purchase of those medicines most extensively prescribed by general practitioners"—and that means the bulk of your dispensing. If such bulk purchasing were to be implemented, how would these medicines be distributed? Possibly from central depots whence dis-

posable syringes are obtained at present. I say "possibly" to this idea in the short term, but I feel that the probability, in the long term, is that the distribution would be through health centres.

There have been recent reports of increasing numbers of health centres—which at a meeting of Scottish members in Stirling Mr W. M. Darling, president of the Pharmaceutical Society of Great Britain, described as "a greater threat to our livelihood than supermarkets".

Health centres are definitely the greatest threat we have ever had to face; many chemists have proved capable of surviving against supermarkets: indeed many have thrived under the stimulus, but no chemist can fight an Act of Parliament once it is passed.

We have already lost some lines to Ministry outlets (viz: disposable syringes and lymph vaccine) but when there are enough health centres to cover the majority of the large population areas in the country, and bulk buying is introduced for those centres we will be saying "good bye" to many more usually prescribed lines. When that time is reached the chemist need not wonder what action to take, the Ministry will no longer be interested.

Consider, now, the jump in the cost of living since 1948. Our dispensing fee has not risen at anything like the same rate—but we continue to be told that the increased cost of drugs, coupled with our on-cost, has ensured us a rising return. It is never mentioned that as the cost of drugs increases so does our capital involvement, and with our own costs going up we are receiving a smaller return on that capital.

Rate for the job

Last month, when the politicians voted themselves a 38 per cent pay rise, there were nearly as many reasons put forward to substantiate the claim as there are reasons advanced against any rise which the chemists ask for—and Sir Edward Boyle came on TV to say that the MPs were only getting "the rate for the job".

Note that this "rate for the job" is the rate at which the politicians value themselves—at what rate do the chemists value themselves? I believe it is a great deal higher than the rate which they are now paid. We are just not getting the "rate for the job", and yet more than 100 MPs wish us to take a cut, not directly, but by pirating much of the service which we now give.

If we are not receiving the "rate for the job"—and we are not—whose fault is it?

The blame immediately falls in the lap of the Central NHS (Chemist Contractors) Committee (LPC in Northern Ireland) who are our negotiators. We elected them. Is this any way to repay us? Look at the doctors who have had 8 per cent recently (and much more before that), the hospital doctors (30 per cent last year), and look at the rises achieved by laboratory technicians—a chief technician is now paid as much as, or more than, a chief hospital pharmacist, I am told.

The blame, I am afraid, is sadly misplaced. Our negotiators work just as hard as anyone else's, and produce just as many facts and figures to support any

claim. Why, we ask, do they have so little success? The answer is simple. They have no backing—we elect them and then leave them to do what they can. That is not how the doctors or technicians achieved their success. They showed complete unity and determination to stick out for their "rate for the job" to the bitter end.

There will be no point in objecting in two or three years' time when the Ministry have adequate health centre coverage; no point in striking then, when we are no longer needed. Now is the time to let our negotiators know that we are right behind them all the way—we hope to a not so bitter end.

R. F. S. Thornton
Newcastle, co Down

Pharmacy prospects

The article by H. B. Coulson headed "Prospects in the practice of pharmacy" (December 18/25, 1971, p 888) prompts me to the following observations:

Comparing reports from the Nielsen market research company which have appeared in January 1970 and in December 1971, I see that NHS turnover has increased at a greater rate than the counter turnover. The percentage of NHS related to the total turnover has increased from 30.1 per cent in 1958 to 39.0 per cent in 1969, 42.8 per cent in 1970 and 43.6 per cent in 1971. Private prescriptions and non-prescription medicines must surely account for more than 12 per cent of the remaining business. If this is so it means that at this moment in time pure pharmaceutical transactions are in the ascendancy. It is therefore foolish to try to stem the tide or to concentrate in other matters to the exclusion of professional responsibility.

While I would agree that it is against the Society's policy to sell medicines to patients in excess of their needs, I cannot agree that this side of the business cannot be increased while it is known that a proportion of the sales of medicines is going to supermarkets, hypermarkets and other non-pharmaceutical outlets.

A marked increase in salaries or other general overheads will affect *any* type of business. It is not peculiar to pharmacy or the NHS—increases on one side must be balanced with increased payments.

Since the NPU area meeting at Cambridge in 1970 the group, of which I am a member, has been forced to close a pharmacy, which was giving a useful service to a community on the fringe of our town. The closure was due to slowness in developments to relieve excess traffic and to ease pedestrian movement. This was associated with the movement of two GP physicians to the town centre. The service of this pharmacy was moved to a larger specialist pharmacy owned by us. This has resulted in an overall increase in turnover (in spite of the "loss" of cosmetic and photographic trade). We have had the same experience in the past two years with two other pharmacies in similar circumstances in adjacent areas. Once again the need for a planned pharmaceutical service is emphasised.

C. V. Hammond
Bishops Stortford

Shulton (Great Britain) Limited

announce that they are now totally responsible for the production and marketing of the hair preparations of **John H. Breck** in Great Britain.

Your **Shulton** representative will advise you of our plans on his next visit but should you need to order in the meantime, please post orders to the address given below.

Accounting will be simple as although **Breck** products will be invoiced separately on invoices clearly headed **John H. Breck**, these invoices will appear on your **Shulton** statement. Any earlier invoices headed **Cyanamid of Great Britain Limited** will be payable to that company.

Shulton (Great Britain) Limited
100 Brompton Road, London SW3

Where to find

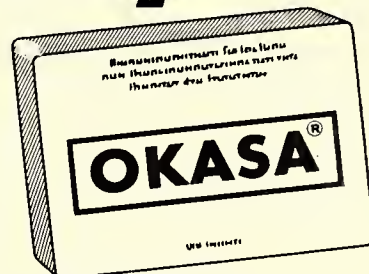
the Silver-Plated Vitality Pill

Keldon Ltd have been appointed distributors of Okasa, the Silver-Plated Vitality Pill as from January 1st 1972.

In 1972 Okasa will enjoy a

heavy, effective, advertising campaign running in the National Press.

Add vitality to your own sales, order your stock of Okasa now.



Keldon Limited, 17 Wadsworth Road, Perivale, Greenford, Middlesex. 01-997 4441.

The NPU letter on VAT

The following is the text of the letter sent by the National Pharmaceutical Union to the Chancellor of the Exchequer:

You may know that the National Pharmaceutical Union (the private retail chemists' trade association), both directly and through the Retail Consortium, has taken part in discussions with officers of the Department of Customs & Excise and of the Treasury about the impending introduction of value added tax.

The NPU Executive Committee, representing the proprietors of the 10,500 independently-owned pharmacies in the United Kingdom, has received reports of these discussions and has become increasingly uneasy at the extent of the administrative burden that VAT will cast upon the shoulders of smaller retailers.

Despite the representations that we have made, it seems fairly clear that it has already been decided to introduce VAT at more than one rate. We have, indeed, been disturbed to hear Customs & Excise officials talking in terms of as many as four different rates, including zero. During these discussions we have, undeniably, been given every opportunity of stating our views and we are grateful to those who have talked to us and listened with such patience. We can well understand how difficult it must be to design a system that will take account of the many representations that have been made to the Government. Nevertheless, we cannot escape the conclusion that neither you nor your senior colleagues have fully appreciated what VAT accounting will mean in terms of additional work for independent retailers in general, and for retail chemists in particular.

Chemists' special problems

Because of the broad nature of the chemist's inventory, ranging as it does from "essential" goods and medicines to "luxury" toiletries, cosmetics and photographic equipment, it seems fairly certain on present information that most of our members will have to cope with retail sales of goods in all the tax categories. They will thus be involved in complex additional book-keeping and accounting in order to calculate, firstly, the input tax that they will have paid and, secondly, the output tax for which they will be liable.

If, as now seems likely, the tax period is to be three months, our members will at best be required to spend many hours in carrying out detailed quarterly analyses of their invoices, and calculating breakdowns of their turnover, in order to prepare the necessary returns for the tax collection authority. These calculations may well present few problems to the multiple retailer with sophisticated accounting methods, trained staff and possibly even a computer or other mechanical aids. But to the independent shopkeeper, whose one or two businesses will not support such advantageous facilities, the time required

and the expertise necessary to understand and operate the complexities of a multi-rate VAT system will inevitably present difficulties of well-nigh insurmountable proportions.

Retailers in many of the European countries that have introduced a value added tax had previously been accountable for indirect taxes in the form of a sales tax or a "cascade" tax. They were, therefore, in a much better position to handle the additional refinements of VAT than will be British retailers who have never been accountable for a tax on their sales as such. Notwithstanding this relative preparedness of European retailers, it is well known that the introduction of a complex VAT system in France provoked a reaction that was, to say the least, forceful. In Denmark, on the other hand, the collection of VAT at a single rate proved simple and inexpensive for all concerned, and extremely economical to administer.

Rating of medicines

Apart from the tax on their over-the-counter sales, our members may, it seems, also be required to calculate separately their tax liability on the supply of medicines and appliances on prescription. We have had a number of meetings with officials of the Customs & Excise together with representatives of the Department of Health and Social Security and, while we understand that no final decision has been taken on what, if any, medicines might be relieved of tax, or how such relief would be afforded, we have again been concerned at the inability of these officials to accept the simple solution of taxing all medicines at the same rate. This would, we were told, probably not be acceptable for "political reasons" and yet, only by using a most complicated calculation, or by dividing medicines purely arbitrarily into groups for tax purposes, could any other system be operated. Certainly it would be neither ethically nor practically acceptable to differentiate between medicines prescribed by a medical practitioner on an NHS or a private prescription, and similar preparations prescribed and supplied by a pharmacist.

So concerned were we to avoid these additional complications for our members that we stated that we would prefer to have all medicines taxed at a uniform rate other than zero rather than face the prospect of further dividing sales and purchases according to some arbitrarily chosen dividing line or lines.

However complex the eventual tax system, we are naturally anxious to provide our members with every possible assistance in dealing with the problems when they arise. And we were hoping that the Bill, which we understand was intended for publication in November, would have provided us with guidance in greater detail than that set out in the Green Paper. We were extremely disappointed to learn that the enabling legislation will be included in next year's Finance Bill and will not, therefore, be made public until March. Registration of taxable persons will, we understand, probably commence in October and our members will thus have no more than six months to prepare.

In fact, the time available may be even less than this because many points of detail will not presumably be known until the enabling Act is passed and the Regulations are published. In the meantime, we are quite unable usefully to advise our members on questions concerning, for example, accounting documents, book-keeping, stocktaking, accounting machinery, changes in their financial year and other administrative matters about which they are seeking guidance. Can we, and other trade associations, not have details sooner?

Finally, may I make a plea for sympathetic consideration to be given to the question of avoiding double taxation on merchandise in retailers' hands at the changeover date. I am sure that you are now familiar with all the arguments. For our part, we appreciate the difficulties involved in administering such relief equitably. But we are quite certain that a compromise is possible whereby retailers will be satisfied that they have been treated fairly and the Government will not be embarrassed by a sudden temporary depression in revenue.

We should naturally welcome an opportunity of explaining our doubts and uncertainties more fully to you and your officers if a meeting could be arranged.

More dispensing doctors in 1970

There were 30 more dispensing doctors in England and Wales in 1970 than in 1969—the first rise to be recorded since 1964-65. On October 1 the total was 2,507, according to statistics published last week.

Nine of the additional dispensing doctors were in south-east England, six in the north, six in the east midlands, five in the west midlands, one in the south west and four in Wales. Only east Anglia recorded a drop in the number—of one.

For England and Wales, the total fell from 2,614 in 1965 to 2,477 in 1970.

The declining number of active chemist contractors is reflected in the statistics, the number in England and Wales falling from 12,943 in 1963 to 11,894 in 1969. But it is also made clear that the closures have been among the smaller pharmacies. In 1963, 41 per cent of establishments dispensed under 12,000 prescriptions in a year—between them accounting for only 20 per cent of the script total. By 1969, this size establishment formed only 20.2 per cent of the total and dispensed only 7.4 per cent of the prescriptions.

Against this trend, the statistics show a gradual increase in the numbers of hospital pharmacists (whole-time equivalents) since 1949. For 1949, the figure is given as 1,127, with 507 technicians. In 1959 there were 1,348 pharmacists and 992 technicians, and in 1970 1,686 pharmacists and 1,316 technicians.

Between 1962 and 1970, the number of prescriptions dispensed in England and Wales rose by over a third whereas the total cost of prescriptions more than doubled. The average ingredient cost of a prescription increased by 66 per cent over the same period.

MARKET NEWS

European demand for cloves

London, January 5: Cloves appeared to be the only commodity attracting the attention of buyers during the past week. The demand came from European countries and quotations for Madagascar, the only source quoted, were firmer for shipment. Currently, many manufacturers and merchants are stocktaking, which tends to further depress demand for commodities. Firmer among crude drugs were Canada and Peru balsams in both positions and for shipment, Cochin ginger and Madras turmeric. Lower were Nigerian ginger, Sarawak pepper, gentian, Costa Rican ipecacuanha and Brazilian menthol. Sarsaparilla was nominal on spot and forward. During November 1971 shipments of Tinnevely senna from the port of Tutin were:

	US tons	UK tons	Europe tons
Senna leaves	23	—	336
pod	3	—	79

Among essential oils Ceylon citronella, lemongrass and petitgrain were lower, spot Brazilian peppermint was fractionally dearer.

Pharmaceutical chemicals

Acetomenaphthone: 100-kg lots £5-62½ kg.
Adrenaline: (Per g) Synthetic 1-kg lots, £0-059 500 g (£0-067); acid tartrate, 1 kg (£0-44); 500 g (£0-05).
Alcohol: (Per proof gal). Ethyl, fermentation in 2,500 bulk gal lots—SVR doubly rectified 96.1 per cent £0-303; absolute 99.9 per cent £0-315. In drums 900 gal minimum respective prices are £0-317, £0-329; Synthetic grades are 96 per cent, £0-233 and 99.9 per cent, £0-245 in tank wagon; £0-247 and £0-259 in drums for 900-bulk gal; industrial grade 95 per cent £0-164 in bulk and £0-178 in drums.
Ammonium bicarbonate: £55 metric ton delivered; carbonate lump and powder £88-20.
Bromides: Crystals (£ per kg).

	12½ kg	50 kg	250 kg
Ammonium	0-52	0-43	0-40½
Potassium	0-47	0-38½	0-36
Sodium	0-46	0-38	0-35½

*Powder plus £0-02.

Butabarbital: 5-kg £5-63 kg; sodium £6-25.
Butobarbitone: £4-68 kg for 5-kg lots.
Calcium lactate: 250-kg £412 per metric ton.
Calcium pantothenate: £5-23 kg; 25-kg, £5-18 kg.
Carotene: Suspension 20 per cent £16-73 kg.
Chlorophenesin: 50-kg lots £3-62½ kg.
Cocaine: Alkaloid £222 kg; hydrochloride £202-75 Subject to DDA Regulations.
Cortisone: acetate £0-25 per g.
Cyanocobalamin: up to 200-g lots £2 per g.
Folic acid: 1-kg £32; 50-kg £28-29.
Glycerin: BP spot lots, per metric ton: 5,000-kg £211-60; 1,000-kg £214-55; 250-kg £220-45; under 250-kg £250.
Hydroxocobalamin: £5-25 per g.
Mercurochrome: £7-95 per kg.
Mersalyl: Acid £15-75 per kg; sodium £21-50.
Methadone hydrochloride: Subject to D.D.A. regulations £0-15 per g for 100-g lots.
Methylated spirits: In 45-gal drums minimum 900 gal, delivered, industrial 66 op £0-308 per bulk gal; perfumery quality £0-359; mineralised 64 op, £0-322. In tank wagon, 2,500-gal, the rates are: £0-308, £0-359, and £0-30 respectively.
Nicotinamide: (Per kg) 1-kg £2-12; 25-kg £2-07 50-kg £2-02.
Nicotinic acid: (Per kg) 1 kg £1-93; 50-kg £1-83.

Opiales: (per kg) subject to DDA Regulations.

	1 kg and over £	Under 1 kg £
Codeine		
alkaloid	153-80	161-50
hydrochloride	133-35	140-00
phosphate	117-20	123-10
sulphate	133-35	140-00
Diamorphine		
alkaloid	176-50	185-35
hydrochloride	161-00	169-05
Ethylmorphine		
alkaloid	176-50	185-35
hydrochloride	152-30	159-90
Morphine		
acetate	140-15	147-20
alkaloid	172-45	181-10
hydrochloride	141-55	148-65
sulphate	141-55	148-65
tartrate	168-35	176-75

DPanthenol: £9 kg; 5-kg £8-50 kg.
Pentobarbitone: 5-kg lots £4-76 kg for acid and £5-05 for sodium.
Phenobarbitone: 50-kg lots £3-60 per kg; sodium £4-10.
Pholcodine: 1-kg £198-36; 7-kg £189-20 kg; 60-kg £180.
Phthalylsulphathiazole: 50-kg lots £1-90.
Potassium permanganate: BP £0-22½ kg technical £0-21½.
Pyridoxine: £6-15 kg; 25-kg £6-05 kg.
Quinalbarbitone: Sodium and acid £5-15 kg for 25-kg lots.
Riboflavin: £14-16 kg; 25-kg £14-06.
Stilboestrol: BP in 25-kilo lots £33 kg.
Succinylsulphathiazole: 50-kg lots £2-70 kg.

Crude drugs

Balsams: (lb) Canada: £1-85 spot; shipment £1-80 cif. **Copaiba** BPC £0-50; Para £0-40. **Peru:** £1-22 £1-17, cif. **Tolu:** BP £0-70.
Belladonna: Leaves £0-16 lb spot £0-15, cif. herb £0-12 spot, £0-11, cif; root £0-11 nominal spot; £0-10, cif.
Chillies: Zanzibar £565 ton spot; £495, cif. (resellers).
Cloves: Madagascar £1,435 metric ton, cif.
Gentian: Root £480 per metric ton spot; £460, cif.
Ginger: (ton) Cochin £260, cif. Jamaican No. 3 spot £1,100; Nigerian split £230; £155, cif; peeled £350 spot, £255, cif; Sierra Leone not offering.
Ipecacuanha: (Per lb) Matto Grosso £2-80 spot; £2-70, cif. Costa Rican £2-42½ spot; £2-32, cif.
Kola nuts: West African halves £80 metric ton spot; shipment £70, cif.
Pepper: (ton) Sarawak black £357-50, cif; white £525, cif.
Menthol: (kg) Chinese spot £6-10; shipment £6-05, cif. Brazilian spot £5-45; Jan-Feb £4-75, cif; new crop March-April £4-50.
Sarsaparilla: Spot and cif nominal.
Senega: Canadian £1-67 lb spot; £1-65, cif.; Japanese £1-15 duty paid.
Senna: (lb) Tinnevely No. 3 faq leaves £0-06½; pods, hand-picked £0-11½; manufacturing £0-08½; Alexandria h/p £0-57-£0-65 ex wharf; manufacturing cleared.

Essential oils

Citronella: Ceylon £0-92 kg spot; £0-84, cif; Chinese £1-10 spot; £0-95, cif.
Lemongrass: £2-60 kg spot; £1-90, cif.
Peppermint: (Per kg) Arvensis Chinese £2-20 spot; £2-10, cif; Brazilian £2-05 spot; Jan-Feb £1-80; April-May £1-65, cif. American piperata from £3-85.
Petitgrain: £3 kg spot; £2-90, cif.

COMING EVENTS

Monday, January 10

Colchester Branch, Pharmaceutical Society, Postgraduate centre of medical and allied sciences, Essex county hospital, Colchester, at 8pm. Chairman's evening.
East Metropolitan Branch, Pharmaceutical Society, and West Ham Association of Pharmacists, Wanstead Library, Spratt Hall Road, London E11, at 7.30pm. Dr John W. Mack

on "Further thoughts on the treatment of drug dependence".

Plymouth Branch, Pharmaceutical Society, Boardroom, Greenbank hospital, at 8pm. Speaker: Mr E. I. Butler (Plymouth Marine Biology Laboratory).

Southampton Branch, Pharmaceutical Society, Stanmore hotel, Winchester, at 7.30pm. Mr Brian Lynn (head of medical information and services, Beecham pharmaceutical division) on "Recent advances in the antibiotic field".

Tuesday, January 11

Ayrshire Branch, Pharmaceutical Society, Savoy Park Hotel, Ayr, at 8pm. Mr M. M. McNeill on "Pharmaceutical trends".

Isle of Thanet Branch, Pharmaceutical Society, Endcliffe Hotel, Cliftonville, at 7.45pm. "Recent advances in enzyme development".

King's Lynn Branch, Pharmaceutical Society, Music room, Wootton New Inn, South Wootton, Kings Lynn, at 8pm. Beecham Research Laboratories evening on "The penicillin story".

Lanarkshire Branch, Pharmaceutical Society, Nurses Recreation Hall, Strathclyde hospital, Motherwell, at 8pm. Mr J. K. McLellan on "Drugs of dependence and their misuse".

Lincoln Branch, Pharmaceutical Society, Reindeer Hotel, High Street Lincoln, at 8pm. Dr I. H. Stockley (School of Pharmacy, Nottingham University) on "Drug interactions".

West Kent Branch, Pharmaceutical Society, Wellcome Research Laboratory, Langley Court, Beckenham, at 8pm. Mr Alan A. Miles on "A short history of the evolution of the English coinage".

Woking Branch, Pharmaceutical Society, Medical Centre, Saint Peter's Hospital, at 7.30pm. Dr P. J. Watson, on "β-blockers in angina and arrhythmias".

Worthing and West Sussex Branch, Pharmaceutical Society, Beecham Research Laboratories, Clarendon Road, Worthing, at 8pm. Mr T. Gallacher on "The marketing of ethical pharmaceutical products".

Wednesday, January 12

Hastings Branch, Pharmaceutical Society, Hurchington Manor Hotel, Bexhill, at 8pm. Buffet and social evening.

Huddersfield Branch, Pharmaceutical Society, Whitely's Cafe, Westgate, Huddersfield, at 7pm. Annual dinner and dance.

Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London WC1, at 7pm. Dr T. A. Connors on "Recent advances in cancer chemotherapy".

Scottish Department, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.30pm. Mr James Chilton (senior lecturer, University of Strathclyde) on "Pharmacy in Ceylon".

West Metropolitan Branch, Pharmaceutical Society, Great Western Hotel, Paddington Station, London W2 at 7.45pm. Mr C. R. Hitchings on "Hospital pharmacy and its effect on the profession".

Thursday, January 13

Birkenhead Branch, Pharmaceutical Society, Mayer Rooms, Bebington Civic Centre, at 8pm. Dr B. E. Leonard on "Biochemical and medical aspects of hallucinogenic drugs".

Glasgow and West Scotland Branch, Pharmaceutical Society, McCance Building, University of Strathclyde, Glasgow, at 7.45 pm. Discussion on "Pharmatopics".

Joint Pharmaceutical Analysis Group, 17 Bloomsbury Square, London WC1, at 6.30pm. Annual meeting. Also Mr H. S. Grainger (secretary, European Pharmacopoeia Commission) on "The European Pharmacopoeia".

Society of Cosmetic Chemists, Royal Society of Arts, 6-8 John Adam Street, London WC2, at 7pm. Mr C. A. Brighton, on "PVC applications in cosmetics and toiletries".

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CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4792

The newsweekly for pharmacy

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Contents ©

Member Audit Bureau
of Circulations**A Benn Group Journal**

Mr K. A. Lees posed some questions about sampling at the January Council meeting of the Pharmaceutical Society of Great Britain (see p 73)

1971 notional salary up 7½ per cent

A notional salary of £2,862 for 1971 for proprietor pharmacists has been agreed between the Central NHS (Chemist Contractors) Committee and the Department of Health.

The figure, which has been used in the forecast balance sheet for 1971, includes an increase of 7.2 per cent on the 1970 salary.

At the time of the offer accepted by the conference of Pharmaceutical Committee representatives in February 1971, Sir Keith Joseph, Secretary for Social Services, said that the 5 per cent increase proposed in the offer would be regarded as an "interim", and that in the latter half of 1971 there would be a review in the light of managers' salaries during the year.

The Central NHS Committee has lodged a claim for a further increase in the notional salary in respect of 1972.

'Experts' named

The names of the "experts" who are helping the two sides in remuneration discussions concerning the profit margin—a concession granted to the contractors' representatives at the time of the last review—have now been released. They are: W. E. Parker, past president, Institute of Chartered Accountants; W. Penfold, director of accountancy services, Ministry of Defence; J. Prys-Williams, consultant economist; Professor Tew, professor of money and banking, economics department, University of Nottingham; L. V. D. Tindale, director and general manager, Industrial and Commercial Finance Corporation; Nigel Vinson, chairman and managing director, Plastic Coatings Ltd.

The experts will consider:

- ☐ What factors are relevant to the determination of the level of profit per prescription and what relative weights should be attached to them.
- ☐ Whether profit can suitably be expressed in terms of a percentage of turnover.

Documents incorporating all the necessary background information and setting out the arguments put forward by both sides were sent to the advisers early in December. Representatives of the Committee, with officers of the Department, will meet the advisers this month to discuss any outstanding points.

'Equivalence' role for pharmacists

A leading medical journal accepted last week that non-equivalence of pharmaceutical preparations should be assumed until absorption characteristics have been demonstrated.

The assertion is made in a *Lancet* editorial which refers to cases where the biological availability of a drug is substantially influenced by particle size or the nature of the diluent, and where a drug's therapeutic ratio is low.

"With this type of drug the use of brand names may be justified", it states, "to ensure that the patient continues to receive the drug in a formulation of proven availability and efficacy."

The editorial contends that while responsibility for assessing biological availability in man may rest with the clinical pharmacologist, it is the pharmacist who has the expert knowledge for evaluating the factors determining this availability.

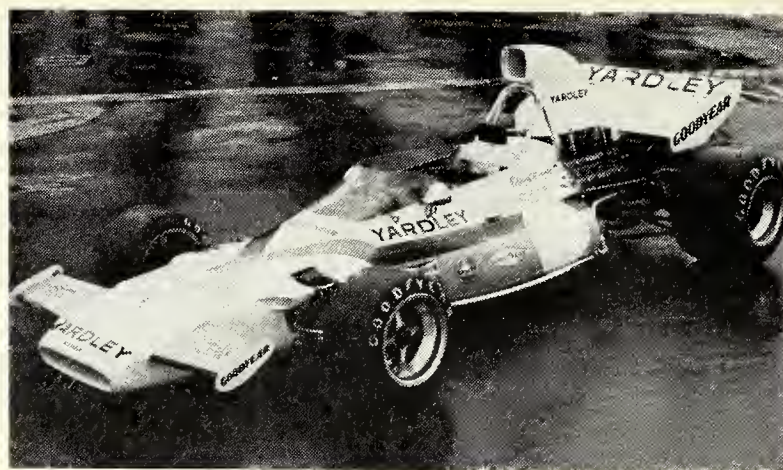
"Furthermore, he has to weigh up the evidence in favour of one preparation or another, and come to a conclusion on their equivalence or non-equivalence."

"The pharmacist will undoubtedly play an increasingly important role in advising doctors on which preparations of a drug should best be used, with particular reference to their biological availability", it concludes.

Nor-adrenaline withdrawn

Astra Chemicals Ltd have withdrawn from the production and marketing of all local anaesthetic preparations containing nor-adrenaline. A notification, effective from January 3, has been sent to hospital pharmacists and dental product dealers.

Astra made the announce-



One of the Yardley/McLaren racing cars

ment "in view of the mounting clinical evidence against the use of nor-adrenaline" with local anaesthetics.

They list problems of increased blood pressure in patients on tricyclic antidepressants, the risk of cyanotic areas giving rise in some cases to necrosis, and reactive hyperaemia resulting in a risk of post-operative bleeding.

As an alternative to their lignocaine/nor-adrenaline cartridges Astra are now supplying Citanest/Octapressin cartridges at the same price. The injection contains in each ml prilocaine hydrochloride 3 per cent and Felypressin 0.03iu.

Yardley's motor racing boost

Sales of Yardley men's toiletries have risen over the past 12 months by some 40 per cent. They attribute a large proportion of the gain to their association with motor sport and have, therefore, decided to double their advertising budget for men's products in the coming year and have signed an agreement sponsoring the McLaren motor racing team in Formula 1 races.

The agreement covers three years racing throughout the world. New cars have been designed and will be driven by Denny Hulme who has a long record of successes in racing, and Peter Revson, an American who was extremely successful in 1971 and is nephew of the founder of Revlon.

Exploiting their investment in motor sport sponsorship Yardley are to offer additional products in the Black Label range. These are to be launched on the motor racing theme at the end of April.

More promotions are planned through 14,000 retail outlets, including a big consumer competition with prizes in the form

of racing tuition. Also to be repeated on a larger scale is a competition to find Britain's most attractive motor racing fan. The prize will be a holiday trip for two taking in one of the major overseas Grands Prix.

On race tracks, Yardley will expand their selling and sampling activities, using their own staff in smart new uniforms.

There will be new car stickers, new advertising, T-shirts, driving coats, posters and other promotional items.

Curbing the shoplifter

The problem of the police not being prepared to take on the expense and trouble of prosecuting a shoplifter when items of low value were involved was raised by Mr T. D. Astill of the National Pharmaceutical Union at an anti-shoplifting symposium in Bristol on January 11.

Mr Astill told the gathering that NPU members had been reporting such difficulties to headquarters.

In reply to his question of how to persuade the police to proceed in such cases senior Bristol police officers said that better liaison with the police forces involved might bring better results. In Bristol, if the evidence was strong enough, they would always prosecute.

A considerable drop in the shoplifting rate in the central area during an experiment using deterrent devices such as convex mirrors and closed circuit television in selected shops was announced at the symposium, which was organised jointly by the Bristol Chamber of Commerce and the City Police.

The meeting included representation of large and small retail organisations, the police, educationalists, doctors, trade unionists and members of the security industry.

Don't join a union' says Society

The Council of the Pharmaceutical Society has decided in principle to apply for entry in the special register created under the Industrial Relations Act.

The date of application for registration has yet to be decided. In the meantime members are being advised to defer applying for membership of any existing trade union until the Council has had the opportunity of clarifying the Society's position.

Discussions have been held with the Association of Professional Scientists and Technologists (APST), and with the Registry of Trade Unions and Employers' Associations.

At its January meeting, Council decided to consider in February the desirability of encouragement being given to the promotion of a new trade union for pharmacists.

Credit cards policy reversed

Pharmacists will no longer be advised by the Pharmaceutical Society that they should not take part in bank credit card schemes.

That was recommended by the Ethical Committee following a request from the secretary of the NPU Group that the policy should be reviewed in the light of present-day trading. He had also noted that a group of three major banking houses had set up a new company to handle a joint credit card system.

The main objection to credit card schemes had been the publication of pharmacists' names in limited lists. As such lists are now rarely published, and the public has accepted credit card facilities, Council decided to change its policy.

New anaesthetic

Glaxo report a new British development that may prove "the safest, most pleasant for the patient and most effective known intravenous anaesthetic".

Known as Althesin, it stems from Glaxo's involvement in corticosteroids—but overcomes problems of previous steroid anaesthetics.

Althesin, within a minute, induces smooth anaesthesia suitable for the introduction of inhaled anaesthetics, or alone for shorter operations.

The product is scheduled for marketing later this year.

Approval of 'registration' establishments

The Pharmaceutical Society of Great Britain has taken the first steps in drawing up a list of establishments in which pharmacy graduates may obtain their pre-registration experience.

Under the Society's new bye-laws, section XX(4) to (15), a period of pre-registration experience will only be acceptable if undertaken in a pharmaceutical establishment approved for this purpose.

Registered pharmaceutical chemists who wish to apply for the approval of one or more general practice pharmacies, a hospital pharmaceutical department, more than one pharmaceutical department within a hospital group, or a pharmaceutical industrial establishment, are invited to write to the secretary and registrar for application forms and explanatory booklet.

Applications should be made as soon as possible, to permit the approval procedure to be completed before June 1, when the new requirements will be implemented. They should be addressed to: the secretary and registrar, Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London WC1A 2NN, and marked pre-registration experience.

'Dangerous' tooth brush

A musical toothbrush for children came in for criticism in the BBC television programme "Braden's Week" last Saturday. It was shown to be easily breakable and, on breaking, to present sharp edges.

As a result of the programme, Jackel & Co Ltd, who make the Tommee Tippee chiming toothbrush, stated this week that the product shown was not theirs.

In appearance, say Jackel, the toothbrush exhibited was identical to the Tommee Tippee design, but was in fact a cheap inferior imitation.

They remind stockists that each item in the Tommee Tippee range bears the maker's guarantee.



Items from the drug jar collection to be sold at Sothebys on January 18 (see story below): above, two of the 13 jars bearing the same initials; below, the heart-shaped pill slab and bear's grease pot

Sale of drug jar rarities

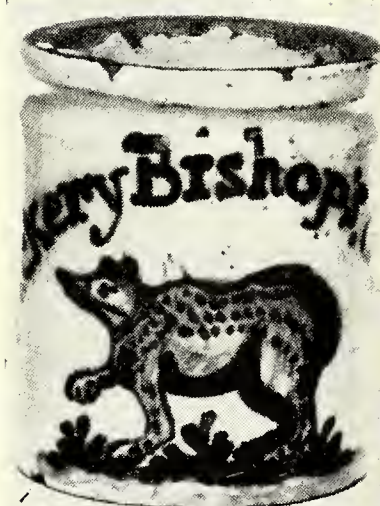
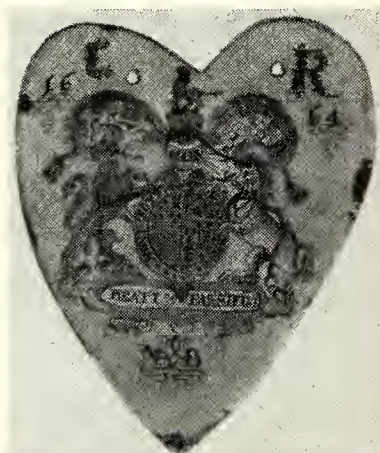
The delftware drug jar collection of Mr Dan Clare, MPS, Cranleigh pharmacist who died last year, is to be sold at Sothebys on January 18.

Although several items were used to decorate his shop, the more valuable pieces in recent years had been locked away, among them a rare heartshaped polychrome pill slab, which is expected to raise well above £2,000, despite imperfect condition. Painted in yellow, ochre and blue, the tile bears the arms of Charles II, dated 1664 and inscribed with the initials NB, suggested by L. G. Matthews in "Apothecaries Pill Tiles" to stand for Nathaniel Bateman, who was admitted to the freedom of the Society of Apothecaries in April 1653.

A further unusual feature of the collection is that 13 jars come from one set, dating from between 1680 and 1684 and initialled IG, indicating they were made for the same apothecary. The two illustrated here, of Lambeth delft are decorated with the English design known as Angel-with-outspread-wings, which was introduced about the time of the Restoration and continued until the end of the 17th century and possibly longer.

But that should not be confused with the cherub design, also to be seen on part of the collection. The majority of jars carrying such decoration were made in the 18th century, although the first few were in evidence during the last decade of the 17th century. There is one similarity between the two, however, which is the scrolled, inscribed cartouche.

Also rare is a charming Lam-



beth delft bear's grease pot, painted with a blue bear and standing only 1½ in high. It is believed that the wording Vickery Bishop's Gat. Str. & Tavistock Str. represents William Vickery, who was a perfumer at The Rose, 119 Bishopsgate Street and who, in 1785, published an affidavit sworn before the Lord Mayor in order to assure the public of the genuineness of his product.

In total Mr Clare's collection numbers over 30 pieces, which should realise a considerable sum.

International Pharmacy Management

The first international-pharmacy management conference organised by the Institute of Pharmacy Management, is being arranged at the Bedford Hotel, Brighton, Sussex, from Sunday, April 30 to Friday, May 5.

The conference, which will be held in conjunction with visits to academic, hospital, industrial, retail and wholesale pharmaceutical establishments and with an exhibition of pharmacy management aids, will be open to all pharmacists, whether members of the Institute or not.

Papers by overseas delegates

A total of ten conference papers, submitted by delegates from Canada, Denmark, France, Holland, Ireland, New Zealand, Norway, etc, will be discussed, their subject-matters varying from the "Development of pharmaceutical research" or "International accounting and inter-firm comparison" to "Pharmacy and the Common Market" and covering a variety of problems specific to certain countries or to pharmacy generally. The Conference sessions will be chaired by the president of the Institute, Professor J. M. Rowson, and by Professor A. M. Cook, Dr J. C. Parkinson, Professor A. R. Rogers and Professor R. F. Timoney, vice-president of the Institute. An additional programme is arranged for overseas members attending the conference, who will also visit the pharmacy division of the Department of Health and the headquarters of the Pharmaceutical Society.

A programme of social activities is planned for non-pharmacists, while all members of conference will be received by the mayor of Brighton at a civic reception. The conference banquet will be attended by Mr Michael Alison, Parliamentary Under Secretary at the Department of Health, Mr D. F. Lewis, secretary and registrar, Pharmaceutical Society of Great Britain and Snr Antonio Valls Julia, president of the Pharmaceutical Society of Barcelona Province.

A registration fee of £5 is payable on application, and an inclusive conference fee of £50 per person is payable four weeks before the date of the conference. The fee for pharmacists not requiring overnight

stay is £30; day tickets and banquet tickets are also available separately (£8 each). Application for reservations should be addressed to: The Administrative Secretary, Institute of Pharmacy Management, 42 Rufford Avenue, Bramcote, Beeston, Nottingham NG9 3JH.

Pharmacists as advisers

Mothers with children suffering genetically-determined, permanent diseases find pharmacists the easiest people "to have a helpful chat to".

The fact is revealed in a survey on the psycho-social aspects of such diseases, being carried out by a PhD student under the guidance of Dr Morrice McCrae, who is consultant physician, Edinburgh Royal Hospital for sick children and senior lecturer in child life and health, University of Edinburgh.

Dr McCrae, who addressed a Pharmaceutical Society meeting in Edinburgh recently on "coeliac disease," said that the group of diseases which were included in the survey were distressing, and the mothers needed constant social and emotional support. They were in need of someone with whom they could have an understanding and intelligent conversation about the child's illness.

He had wanted to find out from where the mother got such support and which professional group she turned to.

Dr McCrae was surprised to find out that it was pharmacists whom they most often talked to and was "a little disappointed" to find that hospital paediatricians only came third in the list, despite their interest in the diseases. He said that before the survey he had no idea of the importance of pharmacists from that angle.

The two most important questions coming from people with coeliac disease were: how long had they to go on with dietary treatment in order to be completely well; and what would be the consequence, if they did not have adequate treatment, because they found the diet impossible.

To the first question, Dr McCrae said, the only reasonable answer at present was that the diet should be permanent. Although there were possibly some patients whose abnormality was only temporary, there were no means available to determine which patients could recover.

Now Boots bid for Glaxo merger

A Merger of Boots and Glaxo is proposed in the latest move in the battle for Glaxo.

The directors of Boots Co Ltd and Glaxo Group announced on Wednesday that studies have been in progress for some time aimed to merge Glaxo and Boots, and these studies have now been finalised. It is proposed that the merger be implemented by means of offers to be made by Boots for the whole of the share capital of Glaxo.

The terms are subject to the usual conditions and the approval of Boots' shareholders to the necessary increase in the Boots' authorised share capital.

The directors of Boots and Glaxo state they are unhesitatingly of the opinion that the merger of the two groups would be "advantageous and desirable and the terms are fair and reasonable" to shareholders of both companies. The directors of Glaxo strongly recommend shareholders to accept, and say they intend to do so in respect of their own holdings.

Shareholders of Glaxo Group have received the formal offer from Beecham.

The terms of the offer remain unchanged from those previously announced except that the formal documents also incorporate an offer for the Preference capital of £0.40 in cash for each 6 per cent cumulative preference unit of £0.50 of Glaxo.

Beecham delayed sending the details pending a decision of the Department of Trade and Industry on whether to refer the proposed merger to the Monopolies Commission.

The Department announced at the end of last week that it was not proposing to make such a reference. Sir Ronald Edwards (Beecham's chairman) tells Glaxo shareholders that the Glaxo name would be incorporated in the name of the enlarged group and board representation would be offered to Glaxo.

The Beecham offer, he says gives Glaxo stockholders:

- ☐ An increase of 16.8 per cent in market value (£0.61½ per stock unit)
- ☐ An increase of 20.5 per cent in gross annual income and
- ☐ About 39 per cent of the merged group (assuming full conversion of all convertible

COMPANY NEWS

capital).

Commenting on the market price of Glaxo stock at £4.58 whereas the Beecham offer was £4.20 Sir Ronald said on Monday: "Since the bid was made we have seen nothing and learned nothing to justify an increase in our bid".

Glaxo's chairman, Sir Alan Wilson, said at Glaxo's annual meeting last month that the board had no intention of "giving ammunition for the opposition" and "Glaxo would develop its arguments in detail at the appropriate time". Glaxo Group are expected to send out a detailed rejection document shortly and may develop their arguments without giving a profits forecast for 1972-73. Meanwhile they took space in the national Press asking Glaxo shareholders not to accept the offer which is due to close on January 31 but may be extended up to March 10.

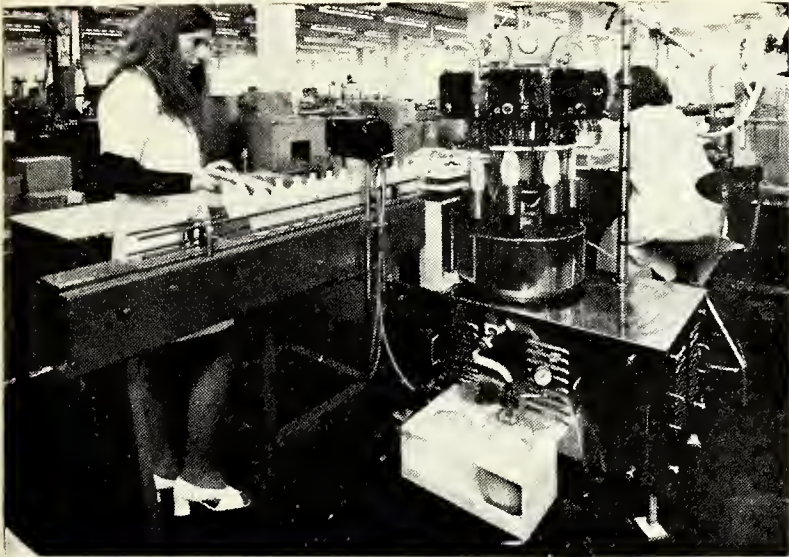
Winthrop expansion plan

New quality control and research and development laboratories and enlarged sterile manufacturing facilities at the Winthrop Laboratories plant at Newcastle-upon-Tyne are included in a £2½m investment programme announced by Sterling-Winthrop Group Ltd.

Output of the company's sterile products department which was built in 1967 with a projected capacity of 9 million ampoules per year has soared to 21 million units by 1971.

Expansion plans provide for new packing and light inspection facilities as well as a new area for ceramic printing of ampoules. On completion of the expansion plans the department will have a capacity of about 36 million units per year.

The new laboratory facilities for quality control and the



A new filling machine now in operation at the Yardley Basildon factory is the Sensfilmatic which fills at the rate of approximately 60 containers a minute. The machine, seen here filling polythene bottles with Yardley hand cream has an automatic sensing system attached to a standard rotary filler.

Sterling-Winthrop research division are being built in space previously used as offices. The largest project in the investment programme is a new production block and office building at the Group's Hilton-Davis Chemicals plant.

Smith & Nephew computer link

Smith & Nephew Associated Companies Ltd have linked a computer in their manufacturing complex in Hull to another, bigger computer in Birmingham to control its raw materials inventory. A similar computer worth £30,000 has just been installed by Honeywell Information Systems for the six selling companies in the Smith & Nephew group based at Welwyn Garden City, Herts. This computer will also be linked to the Birmingham machine.

Dixons to buy Wallace Heaton

The photographic business of Wallace Heaton Ltd which had its origin in a shop opened by a Yorkshire chemist in 1839 is to be taken over by Dixons Photographic Ltd for £920,000. An announcement that this had been agreed in principle came in the half-year figures for Dixons which reported pre-tax profits up 84 per cent to £1.24m.

A disclaimer from Deeside

Graesser Salicylates Ltd state that some confusion seems to have arisen as a result of the recent closure of R. Graesser

Ltd, Sandycroft, Deeside, Flint. In spite of the similar address it is emphasised that R. Graesser are in no way related to Graesser Salicylates Ltd, who occupy two sites, at Sandycroft and Pentre, Deeside, Flint and who "continue to expand their manufacturing operations completely undisturbed by the turn of events".

LRC growth continues

Profit, before tax of LRC International Ltd for the six months to September 30, 1971, was £2,226,000 including results of the Haffenden Richborough Group acquired in May 1971. In the corresponding period of 1970 the figure was £1,906,000. The directors expect the full-year profits of the original LRC group to beat the previous year's £4,191,000.

In brief

Smith & Hill (Chemists) Ltd: The Company's Nottingham warehouse has been acquired by the Corporation in connection with a re-development scheme and closed on January 1. As a temporary measure Smith & Hill's depot at Surrey Street, Derby (telephone: Derby 40526), will be supplying Nottingham customers.

Manbre and Garton Ltd: Turn-over rose 12.7 per cent in the 52 weeks ended October 2, 1971 to £48.5m and profits before tax were up 15 per cent to £2,511,000. After tax attributable profit was £1,582,000 (against £1,334,000).

Mr John Rafferty has closed his pharmacy in South Great George's Street, Dublin, to open at Cornelscourt, Dublin.

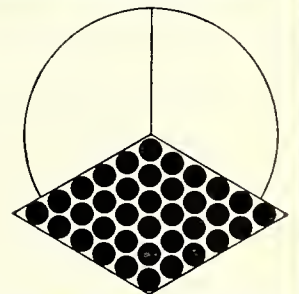
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EXTRA FREE**



40% more hairspray for the same price! That's the special promotion we're running for 2 months from 1st January on "normal" and "hard-to-hold" standard and large sizes. Terrific value — terrific sales builder!

**25%
EXTRA FREE**



25% extra Get Set hairspray in the standard can! And not a penny on the price. Have plenty in stock to meet the demand.

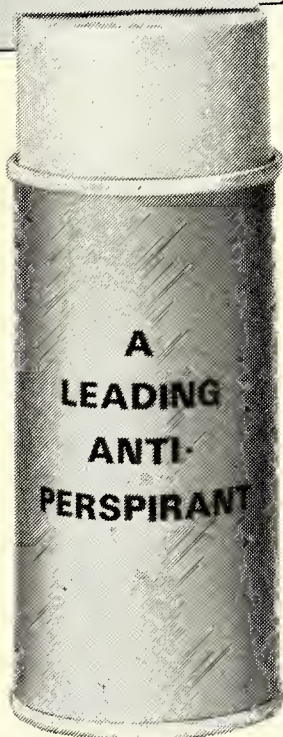
**10p OFF THE
NEXT CAN**



Each giant-size can of Get Set carries a special on-pack coupon. It's worth 10p off the price of your customers' next purchase of giant-size Get Set. So you get the benefit from *both* sales!

And our new ones far better value than the competition

**SAME RSP!
BUT NEW
GET FRESH
GIVES 46% MORE
PROTECTION**



190 grms at 44p

130 grms at 44p

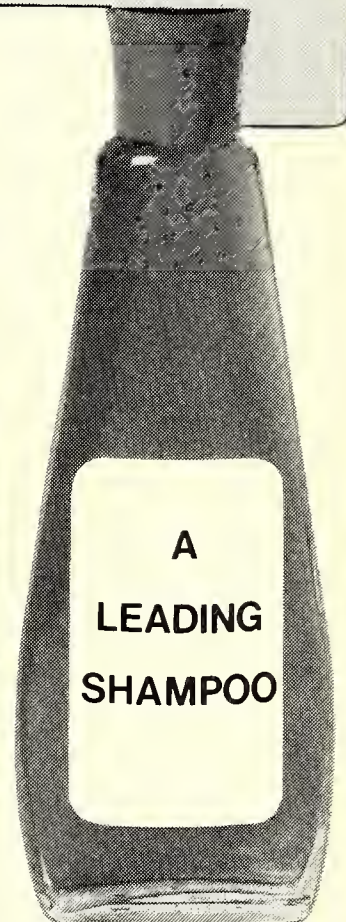
46% more product than the leading anti-perspirant – at the same price! That's new Get Fresh. And it's every bit as good in quality too. Guess which one your customers will go for!

**NEW GET SET
SHAMPOO GIVES
THE SAME
HIGH QUALITY
AT A FRACTION
OF THE COST**



560 cc at 45p

0.9p per shampoo



125 cc at 27p

2.2p per shampoo

The first top quality shampoo in a giant pack! And what value! Less than half the price per shampoo than the leading brand. Big value for your customers, big sales for you! Three best-selling varieties: Lemon Shampoo (for greasy hair) Herbal Shampoo (for normal hair) Protein Shampoo (for dry hair)

Stock the big-value range from Alberto Culver

Alberto Culver Company, Culver House, 44-46 Newington Causeway, London S.E.1. Telephone 01-407 1623

Appointments

Phillips Yeast Products Ltd have appointed Mr A. P. Tuck their sales manager.

International Chemical Co Ltd have appointed Mr John Vale their director of sales. Mr Vale joined the company as sales manager in May 1971.

R. D. Harbottle (Mercantile) Ltd have appointed Mr R. A. Collard manager of their pharmaceutical chemical department.

Institute of Pharmacy Management: Dr T. G. Booth has been re-elected chairman of the Institute of Pharmacy Management and Mr A. G. Mervyn Madge, vice-chairman for 1972.

Jean Sorelle Ltd: Mr P. M. Emberton has been appointed sales manager; Mr H. K. Osborne, representative for south and central Wales and the western counties; Mr T. Kennar, representative for the southern counties and Mr P. A. Lovatt, for the London postal districts.

Boots Co Ltd: Mr Kenneth H. Harper, FPS, director in charge of production and a member of the parent board since 1959, has retired after 38 years' service. Mr A. G. S. Wilkes has taken over production and kindred responsibility, and Mr A. D. Spencer has assumed responsibility for retail merchandise and sales promotion. Mr H. J. Hann is appointed retail merchandise controller and Mr P. H. Van Oss, head of sales and merchandise services.

May and Baker Ltd: Mr E. V. Thomas, FPS, has been appointed managing director. He joined the company in 1934 and became a director in 1956 when he took over responsibility for all overseas sales establishments. Mr N. Chancellor has been appointed director of sales (specialities) and Mr F. G. Paddle, director of sales (chemicals and plastics).

Shulton Inc, Clifton, New Jersey, USA, have appointed Mr Geoffrey Sladden (managing director, Shulton (Great Britain) Ltd), their vice-president and regional manager for Europe. Mr Sladden will continue as managing director Shulton (Great Britain) Ltd and his European operation headquarters will be located in London.

PEOPLE



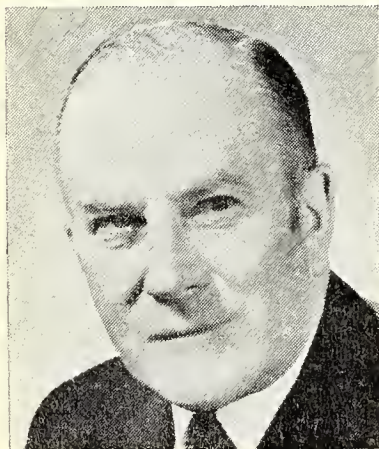
Mr P. King, MPS, has retired from Eucryl Group Ltd, of which he has been managing director since 1955. Mr King has also resigned his position of assistant managing director of Sanitas Trust Ltd, with which Eucryl Group were amalgamated following the takeover of Sanitas by LRC International, which is the parent company of the Eucryl Group.

Mr King started his pharmaceutical career with Evans Sons, Lescher & Webb Ltd (now Evans Medical), later moving to Wright Layman & Umney and Meggeson & Co Ltd, of which he was sales manager before taking up his appointment with Eucryl in January 1954.

Deaths

Brown: Recently, Mr Alan Grahame Brown, MPS, formerly of 77 Fitzjohns Avenue, London NW3, aged 58. Mr Brown qualified in 1936 and at one time was Labour member of Parliament for Tottenham, London.

Hunter: Recently, Mr Alfred Henry Hunter, MPS, proprietor of Hunters Chemists, 39 Standishgate and 57 Kenyon Road, Wigan, aged 69. Mr Hunter qualified in 1924 and entered his father's business in Market Place, Wigan.



Topical reflections by Xrayser

Hours of service

The question of out-of-hours service has again been raised following an incident over the Christmas holiday period. Rota attendances are available in most towns, and it is not unusual for the local pharmacist to be alerted in emergency. I have never known a request for such service to be refused.

It may be felt that the present arrangements do not meet every situation, but I think it is necessary to keep a sense of proportion. Is, for example, the only pharmacist in a village community to remain, depending on the season, tied either to his arm-chair or his deck-chair? The generation before mine has told me of "night-attendance" which necessitated a member of staff spending the night on a couch in the rear of the pharmacy ready to answer a ring at the door-bell. (The reward was two hours off for breakfast before commencing a normal day's work.)

In my own early experience, Sunday attendance—I like the word "attendance" in that connection—involved three separate journeys to and from the pharmacy, and on numerous occasions not a solitary person was seen. One left for home on Sunday evening in time to meet hordes of people returning from a day at the seaside or on the river, all looking bronzed and well. At that time every pharmacy stood to the ready. There was no thought of the more sensible arrangements of the rota which are now in being.

A planned pharmaceutical service would no doubt give the matter the most detailed consideration, but from the small number of complaints—not all of them justified—it does not appear that facilities are totally inadequate.

Strong drink

Despite the large increase in the extent and variety of alcoholic beverages over the festive season there are, it seems, still some people who prefer something of a milder nature. I have experienced a renewed and increasing demand for what I think is now officially known as unsweetened gingerade concentrate.

Somehow the name does not seem to have caught the public fancy, and they obstinately insist on having Ginger Wine Essence. Unfortunately, round about Christmas, there does not seem to be leisure enough to discuss with them the fact that the liquid is not a wine, nor is it an essence, though I am tolerably certain that it still contains ginger. But the public is not to be put off with official pronouncements in regard to descriptions of goods. It asks for ginger wine essence and it knows what it is getting and what to do with it.

And in the time of that earlier generation to which I have already referred, the pharmacist made his own, with gingerin, capsicin, glycerin, tartaric acid and syrup—and packed and sold a four-ounce bottle for 4½d (ie about 100ml for about 2p!).

Variety

The book from which I gathered that information is of the kind that every pharmacist, assistant and apprentice kept, with formulas of infinite variety, from "improved" hair tonics to metal polishes; from violet ammonia to crystallised brilliantine; from uncakeable salt to fever drops. And, tell it not in the Min of Ag, a milk preserver containing formaldehyde. A veritable treasure-house!

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NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Junior Lem-Sip

Following upon the success of their brand leader Lem-Sip, the pharmaceutical division of Reckitt & Colman, Dansom Lane, Hull, Yorks, is introducing a new Lem-Sip product to treat children under six—Junior Lem-Sip.

The active ingredients are the same as those of Lem-Sip but in reduced dosage specifically for children. Each sachet contains a measured dose for a child aged 3-7.

The Junior Lem-Sip carton contains 8 sachets (£0.20). Dosage: children 3-7 years, 1 sachet; 8-12 years, 2 sachets. Junior Lem-Sip will be supported by television advertising.

Dental care

Punch and Judy repackaged

Reckitt & Colman toiletries division, Sunnydale, Derby, have repackaged their Punch and Judy children's toothpaste with three objectives in mind—

- ☐ To increase further display impact;
- ☐ To maintain the high brand awareness in a changing market;
- ☐ To make the product's visual appeal even more attractive to children and their mothers.

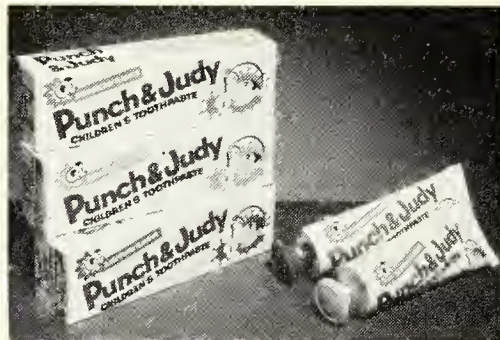
The new pack uses a colour identification on the carton as well as on the tube to distinguish the three flavours—strawberry, raspberry and orange—which are also identified by their colour.

A newly-styled Mr Punch and Toby Dog are featured on the front of the pack, while other famous characters, like Croc, are featured along the side—strip cartoon style—in a colourful reminder to parents and children of the necessity to brush teeth regularly.

Household

The 'sly fly killer'

Stiletto, the "sly fly killer" (£0.93) is Rentokil's latest device to fight the fly in 1972. Rentokil Stiletto gradually releases dichlorvos insecticide and is highly effective against all kinds of flying and crawling



insects. Its design is revolutionary, since it can be adjusted up or down to suit the size of the room.

The dichlorvos insecticide is slowly released through the holes of the inner canister, and there are five rows of holes

when the outer cylinder is fully opened up. Rentokil Stiletto can stand or hang and can be completely closed down when not in use. Its active life is four months or more. Fully extended it will control insects in a room 18 × 10 × 8ft. Close the Stiletto down for smaller rooms.

Heavy advertising will start in May in *Good Housekeeping*, *Woman & Home*, *Homes & Gardens*, *Ideal Home*, *Family Circle Woman*, *Woman's Own* and *Reader's Digest*, and run right through the season into September.

Rentokil Stiletto is manufactured in Holland by NV Philips-Duphar of Amsterdam and Rentokil Ltd, Felcourt, East Grinstead, Sussex, are the sole distributors in the United Kingdom.

Photographic

Ilford safelight filter

Now available is the new Ilford safelight filter 915 LR, the LR standing for light red. This filter has been particularly designed to provide safe working conditions when using Ilfoline and Ilfolith materials and directly replaces the 900 BR Safelight Filter.

The 915 LR will be stocked as "clear" only, ie, without diffuser; safelights with diffusers will be available to order in up to four weeks. Further information can be obtained from Technical Service, Ilford Ltd, Ilford, Essex.

Developments in price marking

Hypermarkets, often dealing with a minimum of 200,000 customers a month, and having more than 30 check-out points, are a feature on the Continent.

The size of the stock imposes a pricing problem and with an eye to the future as well as to the present requirements of retail pharmacies, two companies have introduced new price marking systems.

A system that is claimed to label over 100 items in a minute at a cost as low as 1/100th of a penny comes from Norprint Ltd, Horncastle Road, Boston, Lincs.

The system is based on lightweight Nor machines operated with an easy, one-handed action.

Both the Nor 5 and the Nor 7 machines are made of tough thermoplastic, virtually maintenance free, and are simple and positive to load. A single machine costs £15.50 and 10,000 labels will be given free with every machine ordered before February 28, 1972.

Labels for the Nor system can be supplied pre-printed with the user's name and address at no extra cost. Special security cuts in each self-adhesive label make them fraud proof, and the labels in rolls of 1,500 are in six colours and white.

The Nor 5 prints five characters in bold type and the Nor 7 prints seven characters in medium type, giving clear price marking with the added facility of a simple, inbuilt stock control code if it is required.

With the use of coloured labels, the Nor system can provide a complete pricing and coding system with one machine.

The Dymo Organisation have had wide experience of European retailing trends

and their UK Division, Pier Road, Feltham, Middlesex, this month introduced the Meto price marker range. Their new machines have now become the brand leader in terms of labelling systems on the Continent.

With their Impact Labellers Meto offer a variety of labelling that can be adapted to the needs of large and small retailers. Their experience of Continental enterprises has ensured the labellers are well designed, tough and reliable.

Department coding, product coding, date of receipt coding can be included on the price label and there is no doubt that when VAT is introduced in the UK if it is necessary to classify the goods according to the rate of tax they attract then that can also be indicated.

A unique aspect of the Meto service is the promise that if for any reason whatsoever during the first year of use an Impact Labeller should be broken or fail to operate it will be repaired free of charge and a stand-in labeller provided to tide the retailer over the repair period. Meto estimate that the cost of operating the Impact Labeller will not be more than £0.50 a week.

Currently the Meto organisation in Sweden is negotiating with the retail pharmacists' organisation and they anticipate shortly to have completed an order for the Meto 80 Impact Labellers.

The Meto range consists of six models. The two which the manufacturers believe will be of most interest to pharmacists are the M80 and M85, both of which take standard size labels and cost £37.90.

TRADE NEWS

Reorganisation at Gray Products

Gray Products Ltd, Eastbourne, Sussex, have now been reorganised to carry out simultaneously two separate marketing activities. The first is the continuation of the Dorothy Gray cosmetics franchise, strengthened during 1972 by increased advertising, intensified point of sale activity, and carefully selected new product launches.

The toiletries division of Gray Products Ltd will function independently and its operations are planned without any franchise restrictions. The new venture is being geared to three major growth areas within the market sphere headed by Perfemina intimate cosmetic, an entirely new vaginal deodorant containing an antiperspirant yet without hexachlorophane and in a choice of two perfumes. The company intend to spend twice as much as any previous advertiser in this field, using television and the cinema.

Satura moisture cream and lotion are being offered in completely re-designed packs and contrasting to current trends, pack sizes are increased whilst prices have been reduced dramatically. These have been achieved whilst maintaining the formula unchanged. The third area of the toiletries division activities concerns Midnight perfume. A restricted range of packs is to be made available for wide distribution and details are to be announced later this year.

Lemon flavour Sanatogen

A new pack of Sanatogen nerve tonic with a lemon flavour is being introduced by Fisons Ltd, Pharmaceutical Division, Derby Road, Loughborough, Leicestershire, LE11 0BB. The terms for this new pack are the same as for the original Sanatogen powder.

Pack alteration

Sandoz Products Ltd are now issuing dihydroergotamine parenteral solution in packs of five 1ml ampoules (£0.45). The six 1ml pack is discontinued.

Re-formulated and repackaged

Derbac, the anti-infestation range of products, has been re-formulated to combat the increasing lice epidemic now prevalent in the United Kingdom. This re-formulation has been carried out to help the health authorities' growing concern with a strain of lice that has developed a resistance to the classical DDT and gammexane treatments.

Derbac liquid, which has a good skin compatibility, contains malathion, and may be left on for 24 hours. The shampoo pro-

duct, containing carbaryl, combines safety of application with an extremely rapid knock-down action.

Eylure Ltd, Cwmbran, Monmouthshire, have also put the range in new packs striped in a pleasant navy blue and turquoise on white, with the product name Derbac in bold black type. The copy on the packaging and on the new counter dispenser units draws attention to the new formulae.

Safety packs for nursery toiletries

New safety packs have been designed by S. Maw Son & Sons Ltd, Barnet, Herts, so that when using the latest range of nursery toiletries, a mother will always have one hand free to hold her baby safely and comfortably. The products involved are packaged in new shatterproof bottles which incorporate non-slip finger grips moulded into the walls and a flip-up dispenser top easily operated by the thumb. Each dispenser has a flow control hole gauged to suit the contents.

The bottles are produced by the Casceloid Division of BXL (Abbey Lane, Leicester) from Welvic, ICI's vinyl compound, a material which is compatible with a wide range of pharmaceutical products.

Clear and opaque bottles are used to ensure that each item can be clearly distinguished. The range is baby oil 125cc (£0.26), 215cc (£0.37); baby lotion 115cc (£0.25), 200cc (£0.36); baby bathcare 215cc (£0.36) and junior shampoo 125cc (£0.27), 215cc (£0.38).

Congratulations on the design of these bottles have been received by Maws from the National Home Safety Committee of the Royal Society for the Prevention of Accidents.

Determined to succeed

Outdoor Girl, Hook Rise Souse, Surbiton, Surrey are increasing their advertising allocation in 1972—in some schedules it will be doubled—since 1970 the range has been repackaged and modern display units and merchandise are available to stockists. The company are determined to maintain the quality of its products to increase their penetration in the market and seek new stockists in pharmacies.

Mandrax changes

Roussel Laboratories Ltd, Roussel House, Wembley Park, Middlesex HA9 0NF,



advise that from January 3 the 1,000 tablet can of Mandrax is no longer supplied. All orders for Mandrax tablets are being met with multiples of the 100 tablet presentation in bottles. Within a few weeks a special pilfer-proof bottle will be the only presentation for both Mandrax tablets and capsules.

Shulton market Breck

Shulton are now responsible for the production and marketing of the hair preparations of John H. Breck in Great Britain. Orders should be sent to Shulton (Gt Britain) Ltd, 100 Brompton Road, London SW3.

Melleril suspension

The Sandoz antipsychotic Melleril is available in a new presentation from January 10. This is in the form of a palatable suspension in two strengths 0.5 per cent and 2.0 per cent. The 0.5 per cent preparation is offered in 100ml (£0.41) and 1litre (£3.00) and the higher strength is in 1litre packs (£10.95).

Distribution of Okasa

Keldon Ltd, 17 Wadsworth Road, Perivale, Greenford, Middlesex, are now distributing Okasa, silver plated vitality pill. An advertising campaign in the national press is being prepared.

New Presentation of Flagyl

May & Baker Ltd, Dagenham, Essex, have announced a new strength of Flagyl tablet. Each tablet contains metronidazole 400mg and is available in packs of 100 tablets (£9.00).

Bonus offers

Ayds Division of Cuticura Laboratories Ltd, Maidenhead, Berks. Ayds case rate equivalent to 12 invoiced as 11.

Natura Products Limited, 90 Belsize Lane, London NW3. Piz Buin range.

Parcel No. 1 (6 of each of 17 items from the range) or mixed orders of £55 and over, excluding purchase tax, will receive 1 doz Piz Buin Azul creams free. £100 orders, or purchasers of parcel No. 2 (1 doz of each of 15 items from the range), 1 doz Piz Buin Self Tan Cream free.

PROMOTIONS

Free holidays from Johnson

As the first in a series of promotions for 1972, Johnson & Johnson are offering a "Win-the-holiday-of-a-lifetime" competition to the trade with the Band-Aid plasters "Holiday mileometer".

Having completed a simple entry form the stockist starts clocking up the miles, 100 for every £1.00 worth of Band-Aid plasters purchased. Additional miles can be obtained by displaying the plasters in special stands, which will be available in February. The competition runs until July 15, and will be judged in three zones—those retailers who have collected up to 3,000 miles, 3,000-6,000 miles and 6,000-12,000 miles.

The three winners will be able to choose a holiday for two to be taken in 1972 or 1973 anywhere within the range of the "miles" they have gained. This will mean that the winner in zone 1 (6,000-12,000 miles) could go to Hawaii, Fiji or even New Zealand. In addition, two assistants from the three prize-winning stockists will each be awarded a long weekend for two in Paris.

Johnson's nappy liners, too, are giving prizes. On a £25 order plus dump bin, the stockist will be given a keyring timer and two boxes of 100 Johnson's nappy liners free. Stockists can win further free awards of 100's of Johnson's nappy liners throughout the "display competition" period which runs until May 5 (Johnson & Johnson Ltd, Greater London House, Hampstead Road, London NW1).

Marigold spice jars

Until August, LR Industries are offering for £0.88 a seven-piece glass spice jar set and wall rack with every pack of Marigold Chic gloves. A further wall rack is also included in the price, which compares with the recommended retail price of £1.50 for the set.

The company has also announced the results of their December trade competition (for which the Editor of *C&D* was one of the judges). The winners of the first prize, one week's holiday for two

Dricol, the nasal decongestant is now available in special counter units. The display is self-erecting, each unit containing six sprays or six bottles of drops



in Tenerife, were Mr P. B. Dean, Dean's Dispensing Chemists Ltd, Oxford; Mr E. Holt, MPS, Leeds; Mr A Kendrick, Blackpool; Mr E. H. Dickinson, Conisborough; Mr M. Ryder, Eccles.

Second prizes of a Cosmos holiday valued at £75 went to Provost (Chemists) Ltd, Walsall; Mr P. J. Steele, Pars & Co, Bournemouth; Mr E. Silverberg, Eric Silverberg & Co Ltd, Liverpool; Mr M. I. Hull, London W6; and Mr D. G. Sharpe, David G. Sharpe (Chemists) Ltd, Newquay.

Third prizes of a Cosmos holiday for £50 went to Mr A. Stone, Deighton Chemist, Banstead, Leeds 8; Mr H. L. Lowe, Hartlepool; Mr D. Lyons, Manchester, and Mr L. H. Lee, London E1.



Seen here is the Sterling Health Products Cold Relief Centre now going into chemists. In preparation for the anticipated 'flu outbreak, stands carry leaflets advising what to do about influenza

Beecham's merchandising aids

New from Beecham are two display aids. One is blue and white outer for their pills, containing a dozen small-size packs, and is available from representatives and wholesalers only during this month and February.

Tying in with their strategy of directing a large part of the Ellimans advertising towards sportsmen, a crowner has been launched which carries the familiar "Rub in Ellimans rub out pain" message and slots easily into the pack. Linked advertising for this product, already running in the national Press, will be given a new look shortly and will continue throughout the year (Beecham Proprietary Medicines, St Helens, Lancs).

Disprin prepacked merchandiser

Reckitt & Colman are currently introducing a Disprin prepacked merchandiser, containing twelve 50 tablets (bottle pack), twelve 36 tablets (foil pack) and twenty-four 26 tablets (bottle pack).

Available at a special display price of £5.42 plus purchase tax of £1.585, the unit will have a retail value of £10.08 and a standard list price of £6.12 plus PT at £1.685 (Reckitt & Colman pharmaceutical division, Dansom Lane, Hull, Yorks).

New Ironplan TV commercial

Menley & James Laboratories have introduced a new 15-second commercial for Ironplan this week which will interchange with the present 30-second spot in a six week £38,000-plus advertising campaign.

All Britain's 14 ITV stations will be used and viewers will see a commercial three or four times a week on each station.

In addition, heavy Press advertising continues in the *Sunday People*, *News of the World*, *Daily Express*, *Daily Mirror* and *People's Friend*, with *My Weekly*, circulation 835,825, entering the schedule for the first time (Menley & James Laboratories, Welwyn Garden City, Herts).

Baby feeding film

A documentary film covering all stages of infant feeding and four single concept loops has been released by Trufood.

Made with the co-operation of the Royal College of Midwives and the Health Visitors Association, these, along with the recently introduced diet chart and the company's booklet for mothers, provide the basis for a total teaching system for feeding techniques in ante- and post-natal classes in hospitals and clinics. Although not mentioned in the commentary, the company's products are clearly shown throughout the film.

Consumer offers

□ As long as stocks are available, Max Factor are offering at special prices Sheer Genius, Hi-Fi fluid make-up, Satin Flow, Cleansing cold cream, skin freshener, Double depth cleansing lotion, Normalising facial tonic, Active moisturiser and Velvety night cream (Max Factor Ltd, 16 Old Bond Street, London W1).

□ Cuticura are this month giving 5p off two bars of soap banded together (Cuticura Laboratories Ltd, Maidenhead, Berks).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire, Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Askit powders: Sc, G

Beecham powders: All except E

Beecham powders + hot lemon: All except E

Buttercup syrup: Lc, Y, NE

Cabdrivers cough linctus: Y

Coldrex: Ln, M, Lc, Y, Sc, So, NE

Famel adult cough syrup: All areas

Farleys rusks: Ln, M, Lc, Y, WW, So, A, We

Hedex: All except U, E

Ironplan: All except E

Harmony hairspray: All except E

Phensic: M, Lc, So, WW

Protein 21 shampoo: All areas

Setlers: Ln, M, Lc, Sc, WW, So, NE, A, U

Signal toothpaste: Ln, So, A, We, CI

SR toothpaste: All except E

Venos cold remedy: All except E

Venos cough mixtures: All except E

COMMENT

Dangers of the outmoded drug

By coincidence, three contributions to last week's medical Press have a common theme—medicines which "have no place in modern therapeutics". Two of the papers have disturbing aspects.

The Lancet carries a report from Glasgow Western Infirmary of three cases of analgesic nephropathy and bromism in patients taking a "headache powder" made to a pharmacist's own formulation. The powder formula included phenacetin, potassium bromide and phenazone, and one patient had taken the preparation at a rate of six powders a day for 30 years.

The paper's authors, not surprisingly, suggest that a situation which allows a pharmacist to make up such formulas requires urgent review. They point out that phenacetin was removed from most proprietary analgesics in 1966.

A letter in the *British Medical Journal*, meanwhile, refers to a case of camphorated oil overdose admitted to Sunderland Royal Infirmary regional poisons unit. A dose of 150ml had been consumed, compared with a potential lethal adult dose of 20ml—yet the patient survived. The writers in this case say that camphorated oil now has no place on the open market, having lost its former medicinal indications.

The third reference to medicines thought to have outlived their usefulness comes in *Pulse*, and is a lament at the disappearance of the placebo. Dr William Edwards puts in a lighthearted plea for a few "modern" replacements, having names not intelligible to the public (who now read their prescriptions, of course), which could be included in an official formulary.

The "indications" for the placebo—as set out by Dr. Edwards' "wise old teacher", and still, apparently, applicable today—were: "When there's nothing the matter, when it doesn't matter, and, above all, when you don't know what's the matter".

There is little doubt that some or all of these indications have been, in the past, the excuse for prescribing the types of medicine indicted in the last two papers quoted. Mist. pot. brom. et nux. vom., for example, was prescribed by the gallon until quite recently—and not all of the recipients really needed sedating! The problem is that yesterday's placebo may, in the light of experience,

become today's dangerous medicine. Unfortunately, it is often as easy for a patient to become habituated to a placebo as to a genuine drug of dependence—in the case of the headache powders, the patient was known to wait "shaking like a leaf" while new supplies were made.

The "placebo" attitude that "even if it doesn't do any good, it won't do any harm" should be viewed with caution. And the cases cited must surely serve as a warning to all pharmacists of their responsibility in keeping themselves informed of developing knowledge on the use of old, as well as new, drugs.

Question of sampling

The decision on samples taken by the Council of the Pharmaceutical Society of Great Britain at its December meeting (*C&D*, December 11, p870), has been challenged by Mr K. A. Lees who submitted a series of questions on that subject at the January meeting (see p73).

Not unexpectedly the replies confirmed that the Council "cannot enforce a policy" which depends for its implementation, upon the actions of manufacturers. The Council was, in fact, concerning itself with a matter that affected the relationship between the industry and the doctor. Although there will, no doubt, be occasions when the Council could comment on other aspects of such a relationship, regrettably fewer and fewer pharmacists are being involved in that relationship, as the industry tends to train its own non-pharmaceutical personnel for representative posts—and that is an aspect on which the Society could possibly have commented. But in this matter of samples we believe the Council has erred.

There seems to have been little really effective communication with the Association of the British Pharmaceutical Industry on the problem and no real attempt to isolate the extreme areas in the sampling situation—where we are certain both the responsible members of the industry and the Council could co-operate.

For the Council to imply that it might ask a Government Department to support a rule that manufacturers should not make products available to medical practitioners at their specific request, even though this may be in writing is, to say the least, exposing the Council to severe criticism—if not ridicule.

The sooner the matter is raised again both in Council and between the Council and the ABPI the better.

BOOKS

Terrell on the Law of Patents. 12 Ed. D. Falconer, W. Aldous and D. Young. Sweet & Maxwell Ltd, 11 New Fetter Lane, London EC4, 10 × 6 in. Pp 706. £12.

Terrell is essentially a reference book for practitioners in the law of patents. This new edition—the twelfth—continues to present the current legislation in that field for practitioners.

It will, nevertheless, be found useful by

those in the pharmaceutical industry who are faced with patent problems. As in previous editions there is a wide use of verbatim extracts from leading judgments, and the work is paragraph numbered throughout with comprehensive cross-indexing. Even the most cursory perusal indicates that this Terrell is likely to continue to be the standard textbook on this subject.

Quick Guides to Speaking in Public. Simon Elliott. Business Books Ltd, Mercury House, Waterloo Road, London SE1. 7½ × 4½ in. Pp 98. £0.50 (paperback).

Like every other job in life "practice makes perfect" in public speaking—or at least should lead to improvement. Since everyone must face the task from time to time, the book gives useful hints on improving the contents and delivery of speeches made in many different circumstances.

Included are suggestions to those being interviewed for jobs, addressing the Press or salesmen, giving an after-dinner speech, etc. Simon Elliott is the pen-name of a Queen's Counsel and Member of Parliament. Even if education in public speaking is not required, the book provides good entertainment value.

PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Career prospects in health centre pharmacies

The importance of ensuring career opportunities for pharmacists working in consortia-operated health centre pharmacies was discussed by the Practice Committee at the Pharmaceutical Society's January Council meeting.

The Committee felt that local Pharmaceutical Committees should be given the Council's views.

In the appendix to the report by the Society's Committee on a Planned Pharmaceutical Service, dealing with pharmacies in health centre areas, it had been recommended that the articles of association of a company formed to conduct a pharmacy within a health centre should include a definition of the "persons" who might hold shares. An appropriate definition might refer to persons lawfully conducting a retail pharmacy business under the provisions of the Medicines Act 1968 within the planning area concerned (this would include individual pharmacists, partnerships, corporate bodies and representatives of pharmacists for a limited period), or pharmacists engaged full time in the provision of Part IV pharmaceutical services in the planning area.

Pharmacists in the latter category might include those previously proprietors of pharmacies in the planning area but who on the date on which the consortium owned pharmacy in the health centre was opened were to be employed in that pharmacy. It was considered that that category might also include, after an appropriate period of service, a pharmacist who had not previously been a proprietor but who was appointed as manager of the health centre pharmacy.

Pharmacy in the armed services

The Society had been invited to give oral evidence to the committee of inquiry on the provision of medical, dental and nursing services for the armed forces on February 7, it was reported. Many Noel Hall recommendations could be applied to pharmaceutical services in the armed forces, the committee's secretary had already been told.

Investigation of an allegation by a parent who claimed that he had been unable to have a prescription dispensed in Wolverhampton on December 25 or 26 had shown that it was not justified. However, it was felt that every effort should be made to ensure that members of the public had adequate information about rota and "on call" arrangements.

Further talks should take place on possible co-operation between the Society and the Family Planning Association, on a trial basis, in campaigns to publicise the Cyto test in selected parts of Britain, the Practice Committee recommended. It was considered that such co-operation would provide useful information on the effect of the inclusion of pharmacies in health education campaigns.

BMA oppose new warning cards

It was the doctor's responsibility to warn patients when he prescribed drugs which might interact with other substances, the British Medical Association had stated in a letter to the Society. Issue of warning cards should therefore be restricted to those agreed with the Pharmaceutical Society in connection with monoamine-oxidase inhibitors; the BMA felt that an extension of the agreement might lead to a proliferation of such cards, which could alarm patients unnecessarily.

Council agreed to emphasise to the BMA that the purpose of the proposed cards was to advise patients who wished to take any proprietary medicine while they were taking prescribed anticoagulants, oral antidiabetic drugs, or methotrexate, to seek advice from the pharmacist.

A circular giving details of management courses for senior officers had been sent to hospital and local authorities and Executive Councils. The Practice Committee decided that the Department of Health and Social Security should be reminded that the Society had submitted that management courses should be available to all pharmacists in the NHS and asking when details could be expected of management courses designed to equip pharmacists, and the members of other professions who are not employees of the above bodies, to apply for administrative posts. Such posts would include regional or area pharmacists within the reorganised health service.

The general practice subcommittee, at the request of the industrial practice subcommittee, had considered the best way in which planned changes in the appearance of a medicinal product could be notified to pharmacists by a manufacturer. It was recommended that it should be suggested to the Association of the British Pharmaceutical Industry that (i) the manufacturer should notify pharmacists either through the pharmaceutical Press or by direct mail as soon as the first supplies of the medicinal product with a modified appearance were released; (ii) the pack of the product whose appearance had been changed should include an appropriate notification to the pharmacist for a period of up to one year.

The Committee on Safety of Medicines had given an assurance that its agreement to the marketing of clonidine hydrochloride tablets marketed by Boehringer

Ingelheim under two names (Catapres and Dixarit) to identify two different strengths, must not be taken as creating a precedent. Every application was dealt with on its merits.

The Practice Committee also agreed that the marketing for general sale of medicinal products of different composition but under very similar brand names would tend to confuse the public and therefore constituted a danger. It was recommended that the point should be taken up with the Committee on Safety of Medicines.

The industrial practice subcommittee had been asked to consider the resolution passed at the 1971 branch representatives' meeting that the Society should seek financial aid from the Department of Health to distribute an index of pharmaceutical products to all medical practitioners and chemist contractors in the NHS. It was decided to recommend that Medicines Act data sheets should be supplied to all registered pharmacies and hospital pharmacy departments. Consideration on the method of distribution would be deferred until more information was available on the way in which they would be distributed to doctors. It was also considered that data sheets relating to liquid preparations, creams and ointments should include details of suitable diluents or, where appropriate, information that the product should not be diluted.

The hospital practice subcommittee noted that it would not be possible, on financial grounds, to appoint a pharmacist to the staff of the Welsh Office. Also there was, apparently, to be no regional pharmacist in Wales since there would be no regional tier in the new administrative structure. It was recommended that information should be sought from the Welsh Office on how it was proposed to implement the Noel Hall recommendations in Wales.

Police refuse help

The Law Committee was told that in a case involving a pharmacist who had been convicted of offences under the Dangerous Drugs Act, the police had refused to give information or to permit the attendance of a police witness at the inquiry that was to be held before the Statutory Committee. The Committee felt that the failure of the police authority to co-operate, particularly in a case uniquely within the ambit of the Society, was lamentable. It was recommended that the matter be drawn to the attention of the Home Office.

At the suggestion of the president, Mr W. M. Darling, it was agreed to write to regional hospital boards pointing out that in the Council's opinion the profession of pharmacy as such (apart from any pharmacist who might represent the employers' side), should be represented on panels interviewing candidates for regional pharmacist posts.

Effect of the new samples policy

Mr K. A. Lees submitted a number of questions concerning the Society's policy on sampling of medicines (*C&D*, December 11, 1971, p870). The questions and answers were as follows:

How does Council propose to enforce its policy on sampling?

The Council cannot "enforce a policy" which depends, for its implementation, upon the actions of manufacturers. On the other hand when the Society is asked for its views on Regulations to be made under Section 66(1)(j) of the Medicines Act 1968, the policy of the Council will be made known to the Department of Health and Social Security.

What is Council's definition of the word "samples"?

No definition of the word "samples" was discussed by Council when it was considering the Practice Committee minute on the matter.

In correspondence with the Association of the British Pharmaceutical Industry, before the Practice Committee meeting, it was stated in the Society's letter that Council was considering samples in the "normally accepted meaning of the word" and not supplies of medicines made to physicians for use in bona fide, controlled, clinical trials. The ABPI gave no indication that it did not understand what Council had in mind. In the light of the discussion at the December Council meeting it was made clear in the letter subsequently sent to the ABPI that the policy statement also did not apply to supplies of medicines made available to research laboratories for analytical and other purposes. Presumably Council's policy is that manufacturers should not make products available to medical practitioners at their specific request even though this may be in writing?

This would appear to be the case.

... Is it not true that the BMA discussions referred solely to the carrying of medical samples by representatives and that the BMA has neither published nor communicated any comment on the principle that samples should or should not be made available by manufacturers?

The discussions in the Joint Committee covered the carrying of samples by representatives and the sending of unsolicited samples by post or other means. So far as is known, the BMA had not published any comment on the question of samples as a whole, prior to the Council's decision. It can, however, reasonably be assumed that if the BMA council decided to refer back the recommendation of the Joint Committee on samples carried by representatives and samples sent unsolicited by post or other means, it is unlikely that it would, at that time, have accepted an even wider recommendation relating to the banning of samples. The Society's Council's decision was presumably taken in

full knowledge of the BMA's likely attitude.

If the answer to the last question is "Yes" and bearing in mind the answer to a question in the House of Commons by the Under-Secretary of State, Department of Health, on medical samples, are the officers of Council now prepared to recommend to Council that the Council's attitude on the availability of samples be redebated?

Council policy is not decided by the attitude of other bodies but by the views of the majority of Council members at a particular point of time. It is not for the officers of the Society to determine whether or not the Council's decision in December, 1971, should be debated again. If a member of Council feels that this should be done, then the matter should be raised in accordance with Standing Orders.

The Ethical Committee considered an editorial feature, advertisements and an announcement which had appeared in a newspaper in connection with the opening of new pharmacy premises. The announcement had been larger than the size suggested by the Council and had referred to the dispensing of prescriptions. The superintendent pharmacist concerned had apologised for the size of the announcement and now realised that it was the responsibility of a pharmacist to check editorial matter. The Committee expressed concern at the image presented by an opening announcement of a pharmacy being made in association with advertisements for non professional goods.

Role of the NI Society in EEC

If the United Kingdom joins the European Economic Community, it might be possible for the Pharmaceutical Society of Northern Ireland to become a member of the Pharmacy Group of EEC, said Mr W. T. Hunter, president of the PSNI Council, at its December meeting in Belfast.

After discussion, it was agreed that an application for membership of the group be made immediately.

The president extended a warm welcome to Mr T. M. Glass and Mr Wm. C. Magee who were attending their first meeting since being co-opted to the Council.

It was reported that a meeting with representatives of the Department of Health and Social Security to discuss proposals for limitation of contracts and rationalisation of the pharmaceutical services had provisionally been arranged for Wednesday, January 5, at Dundonald House. It was agreed that the profession be represented by the president, vice-president, Messrs Eakin, Kerr and the secretary.

It was also reported that Wednesday, January 12, had been suggested as

a possible date for the representatives of the Council, Ulster Chemists' Association and Local Pharmaceutical Committee to meet officials of the Ministry of Health and Social Security to discuss proposals submitted jointly by the three bodies on the Consultative Document on the restructuring of the personal health and personal social services in Northern Ireland.

FIP fees change

A letter from the Department of Health and Social Security was received enclosing a further draft of the proposed Agreement and Financial Arrangements regarding pharmacies in health centres. It was agreed that the new draft be referred to the joint committee which had been dealing with the proposed agreement.

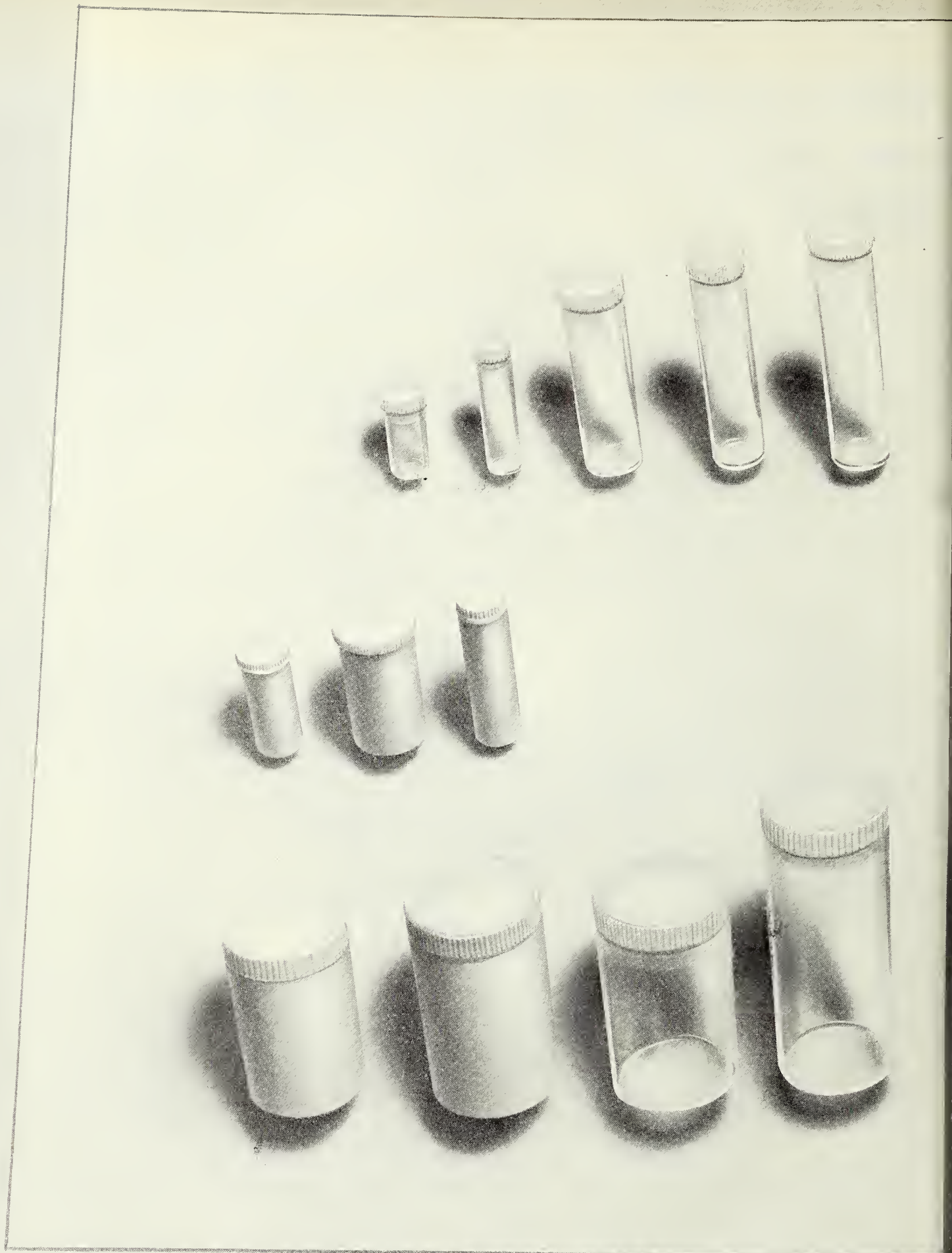
A letter from the General Secretary of the International Pharmaceutical Federation was read stating that a new scale of membership fees had been adopted by the Council to apply from January 1, 1972. It was agreed to accept the new scale. Notification was received that the 24th General Assembly and 32nd International Congress of Pharmaceutical Sciences of FIP would be held in Lisbon, September 4-9, 1972.

It was agreed to make a grant of £50 to the Society of Pharmaceutical Students to help defray the expenses of a number of students visiting pharmaceutical manufacturing companies in Great Britain during the Easter vacation, 1972. Professor P. F. D'Arcy said he felt there would be considerable benefit to the students' education in such a visit and there was little or no pharmaceutical industry in Northern Ireland. Some financial help might be received from the University but would in no way cover the expense.

Reports from the Law and Finance Committees were adopted. In the former it was recommended that the Society's by-laws should be reviewed and that the General Purposes Committee should consider the methods adopted in the past for dealing with certain aspects of the Council's work.

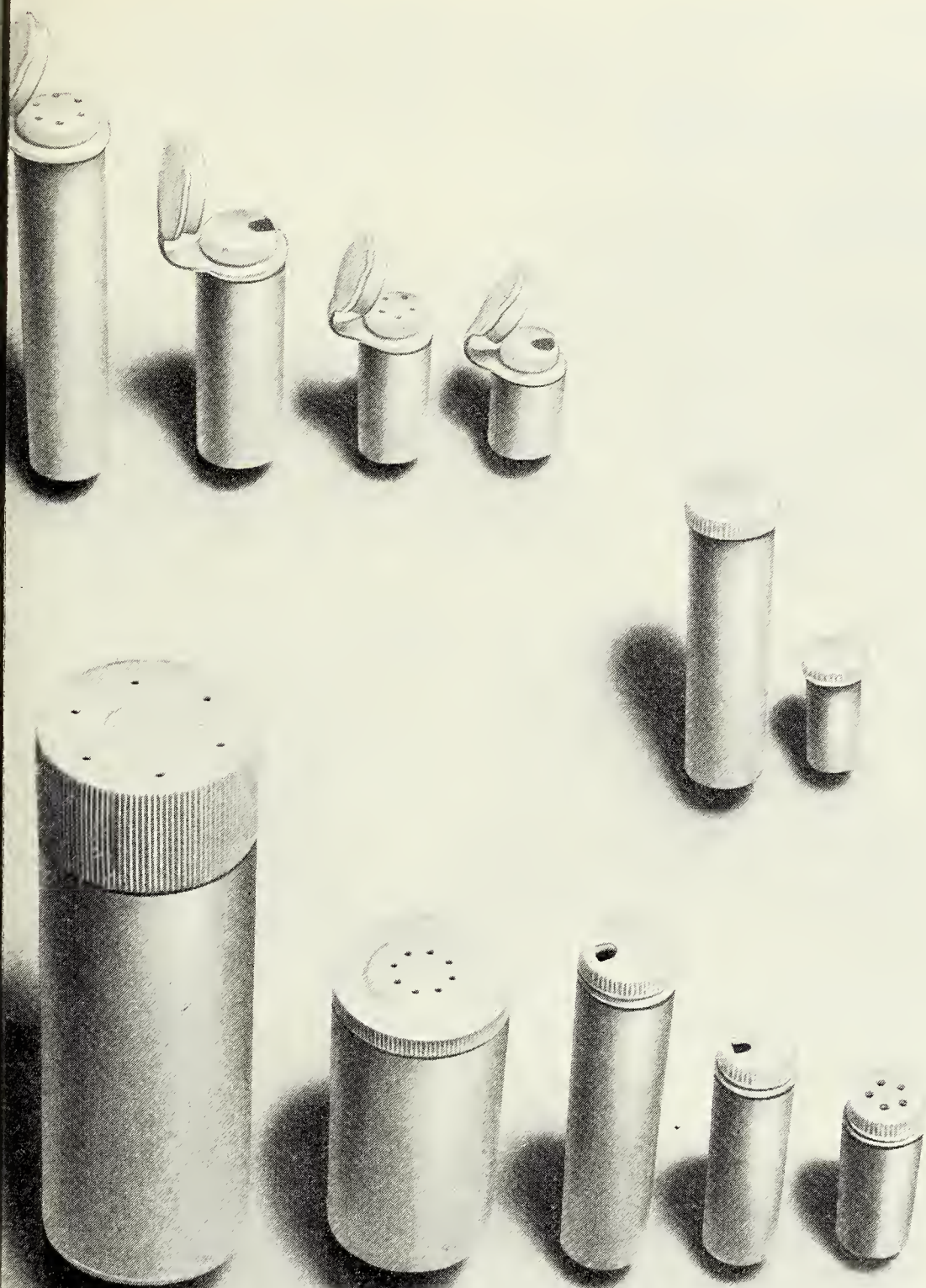
The secretary reported that almost 120 members had replied to the circular asking which evening would be most suitable for the course of lectures on "The Pharmacology of Drugs in Common Clinical Use" which Professor D'Arcy had offered to give early in 1972. Very few favoured the course of four weeks duration with lectures on Monday and Wednesday evenings. The majority preferred the course of eight weeks duration with a lecture on each Wednesday evening. It was agreed to hold the lectures on eight successive Wednesdays commencing January 19 in the Medical Biology Centre, the Queen's University of Belfast, Lisburn Road, Belfast the course fee being £2 per member.

Professor D'Arcy said he proposed to speak on the following subjects: Drugs acting on the autonomic nervous system; drugs acting on the central nervous system; analgesics, antipyretics and antirheumatics; diuretics; drugs acting on the cardio-vascular system; antitussives, expectorants and bronchodilators; antibiotics and anti-infective agents; steroid hormones and their synthetic analogues.



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MB54-43

Industry Act: new rules on contracts of employment

by Ewan Mitchell

Every pharmacist works under a "contract of employment"—and if this is not originally made in writing, the Contracts of Employment Act, 1963, provides that the main terms must be set out in written particulars supplied not more than 13 weeks after the employment begins. Equally, every employee in the trade is liable to be dismissed, upon receipt of proper notice—which must not be less than the minimum periods laid down by that Act.

The rules on written particulars—and on minimum periods of notice—have been substantially altered by the Industrial Relations Act. Here is a guide to the new rules, as the pharmacist will need to know them, together with a brief guide to some of the new courts that will soon become an important part of the industrial world.

Every employee was, is and will remain entitled to notice on the following basis:

- ☐ Such period as was agreed with his employer;
- ☐ In the absence of agreement, then "reasonable notice"—that is, such period

as is "reasonable", having regard to his status, responsibilities, the basis of his payment; and in any event, not less than the statutory minimum.

The minimum periods of notice laid down by the Contracts of Employment Act, 1963, are:

- ☐ Up to six months employment, no minimum;
- ☐ From six months to two years, seven days;
- ☐ Over two years and up to five years, 14 days; and
- ☐ Over five years, 28 days.

Periods of notice

Under the new Act, the seven day minimum will commence after 13 weeks' employment; after 10 years' employment, the minimum will be six weeks' notice or pay in lieu; and after 15 years' continuous employment, the employee can be assured of at least eight weeks.

Section 4 of the Contracts of Employment Act requires every employee who does not receive a written contract of em-

ployment in the first place to be given written particulars of its main terms, within 13 weeks of the commencement of the employment.

In addition to the details which must at present be given, the Act adds four items:

- ☐ "Entitlement to holidays, including public holidays, and holiday pay (the particulars given being sufficient to enable the employee's entitlement, including any entitlement to accrued holiday pay on the termination of employment to be precisely calculated)."

At present, there are far too many arguments, when an employee leaves, as to whether he is entitled to accrued holiday pay on a *pro rata* basis, or to no such pay until he has completed a year of service. Details of calculation will have to be given in future.

- ☐ "The employee's rights" in respect of "trade union membership including where an agency shop agreement is in force which applies to him, the effect of that agreement on those rights." (Briefly, an "agency shop" is a post-entry closed shop—an arrangement under which employees have to join a union or unions—or pay the appropriate contribution to the union or to a charity).

- ☐ "Specifying a person by description or otherwise to whom the employee can apply for the purpose of seeking redress of any grievance relating to his employment, and the manner in which any such application should be made."

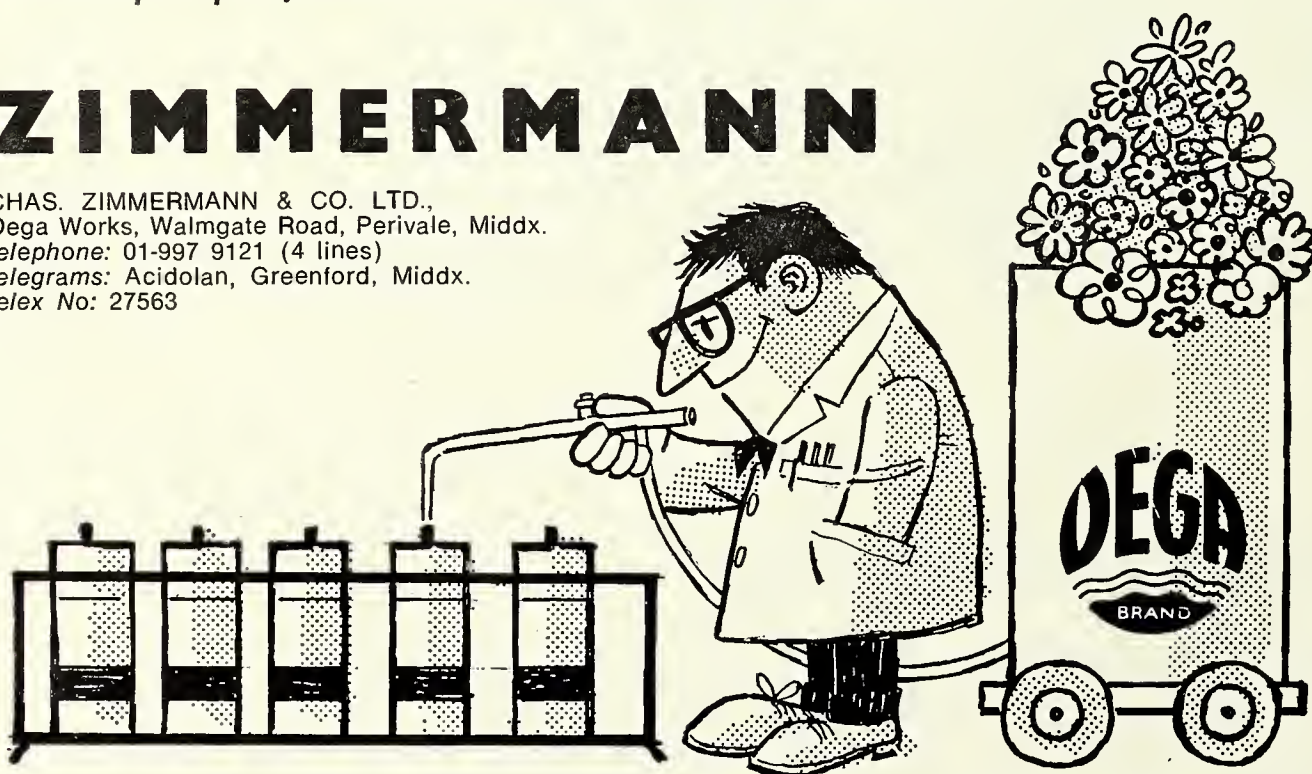
You could say: "See the manager"—or you could name the individual concerned. The employee must know to whom he can turn in time of grievance.

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☐ Either explaining "the steps consequent" upon any such grievance procedure, or "referring to a document which is reasonably accessible to the employee and which explains those steps."

Grievance procedure may be in a separate document. By implication, in my view, the other particulars should be set out in the document actually supplied to the employee.

Industrial tribunals

The Industrial Tribunals are those familiar bodies which up to now have dealt mainly with disputed claims to redundancy pay. They are being increased in number and will have sole jurisdiction over claims for compensation for unfair dismissal, and also in disputes over whether an employee has been deprived of his right to join a trade union of his choice—or not to join one.

Each Tribunal will (as before) consist of three members.

The industrial court

The Industrial Relations Court is presided over by a judge with High Court status, assisted by "other members". It will deal with all "unfair industrial practices" not coped with by the Tribunals. These will include such matters as disputes over agency shops, "bargaining units", "cooling off periods", grievance procedures, strike ballots and appeals from Industrial Tribunals.

In many cases (including those involving ballots), the Court will refer matters to a new body called the "Commission

on Industrial Relations". The Commission's job will be to review and to report. The Court will be responsible for making the orders.

All companies or partnerships in any branch of trade which employ more than 350 people (whether at the same or at different places) will have to issue annual statements to all employees who work an average of 21 hours a week or more, setting out such information as Regulations will require.

More important, if you bargain with a trade union, then you will have to provide a good deal of information to enable that union to be on a much more equal basis with you than is the case at the moment.

There are exceptions. You are not bound to disclose confidential information or information which would be "seriously prejudicial" to your business, for reasons other than its effect on collective bargaining. Watch out for arguments over what is or is not "confidential" or "prejudicial".

Industry Act courses

Business Intelligence Services, 79 Blackfriars Road, London SE1 (Telephone: 01-928 9511) are arranging a series of one- and two-day public and in-company courses on the Industrial Relations Act. Details may be obtained from Miss Yvonne Johnson at Business Intelligence Services. The courses will be conducted by Ewan Mitchell.

BUSINESS Q & A

I understand that a directors' report must now show the shares in which a director is interested. I am a director of a company which owns a number of chemists shops. So is my wife. We are also both trustees of a trust for the children of my late brother, and the trust owns 1,000 £1 shares on which a dividend is paid. Do I have to include these shares as shares in which I am interested? If the answer is "yes" what about my wife? Does she have to include them? Both your wife and yourself must include the same shares among your interests. Section 28(2) of the Companies' Act 1967 states that persons interested under a trust shall be deemed to be interested in the shares comprised in that trust, and subsection (5) says that persons having a joint interest shall be deemed each to have that interest.

Can a minor be a director of a company?

There would seem to be no technical reason why a minor cannot be a director but this may not be advisable. Although a minor may be a shareholder, however, he cannot compel a company to register him in the Register of Members. This could give rise to difficulty if, for purposes of holding qualifying shares, he had to be registered as a shareholder.



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LETTERS

Rural hardship

Whilst appreciating the concern expressed by Mr D. H. Maddock for those pharmacists in distress due to the loss of dispensing by the setting up of health centres, I do feel that it is a pity that similar concern has never been expressed for rural pharmacists who have been affected in exactly the same way by the advent of dispensing doctors.

May I suggest that if Mr Maddock's commendable scheme is implemented its scope might be widened to include rural pharmacists.

R. M. Hall
Huntingdon

On-call madness

With reference to your articles "On-call rota service" and "Armed drug raids in Australia" (January 8, p 30) any pharmacist who sanctions an on-call scheme without full police protection at each call must be mad.

What an opportunity for a gang of thugs waiting in a car for a pharmacy to be opened, single handed, on their request for a prescription to be dispensed. Door opened, DDA keys at hand, few people about. Couldn't be easier!

Please Mr Blum, think again.

T. W. Shipstone
Sheffield

Nitrimidazine

We have read with interest the article by Mr B. C. Bryant "Advances in Therapy" (December 4, 1971), and would like to comment on the statements made about the substance known as nitrimidazine.

Mr Bryant states that a number of nitroimidazole derivatives have activity against trichomonads, but to obtain best effect the drug must be in an active form when excreted in the urine, and that the established drug metronidazole is excreted to about 50 per cent in the urine as inactive metabolites.

In the research laboratories of May & Baker Ltd it has been shown that not more than 30 per cent of the ingested dose of metronidazole is excreted in an inactive form but clinically this is unimportant because cure rates well in excess of 90 per cent are obtainable from a standard course of metronidazole 200mg three times a day. Where the possibility of re-infection from the male can be completely eliminated, metronidazole will give a 100 per cent cure rate (Keighley, *Brit Med J* 196, 1962, 2, 93).

As far as we are aware there is no evidence whatsoever to support that the higher urinary levels obtained with nitrimidazine provide a more intense action which would be helpful to patients unresponsive to metronidazole.

Failure to respond to metronidazole is due either to failure to take the drug as

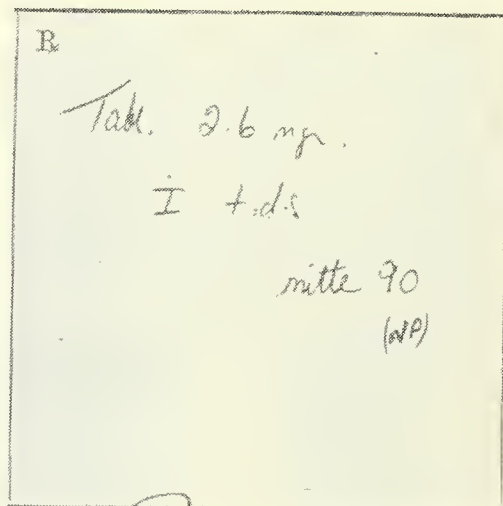
prescribed, re-infection from the male, inability to absorb the drug from the gastro-intestinal tract or inhibition of its trichomonocidal activity by abnormal vaginal bacteria. These causes of failure apply equally to nitrimidazine. The paper by Evans and Caterall (*Brit Med J* 1971, 4, 146) has fully demonstrated that nitrimidazine when used in the manufacturers recommended dosage is not an adequate alternative to metronidazole because it gave a cure rate of only 68 per cent compared with a metronidazole cure rate of 89 per cent. The authors of this report state that, "Metronidazole approaches the therapeutic ideal in ease of administration, freedom from unwanted effects and high cure rate".

C. R. Day,
medical information division,
Pharmaceutical Specialities,
(May & Baker) Ltd.

'NP' poser

A Kent pharmacist seeks advice on an appropriate "NP" endorsement as demanded for the prescription reproduced below.

C&D staff can't even agree on the size of the label!



Packaging

Systems to cut operating costs

Thames Case Ltd, Purfleet, Essex, have announced a considerable expansion in the company's packaging systems capability. Packaging systems, a specialised section, applies engineering know-how to fibreboard packaging through a range of machinery and systems, several of them custom-built to overcome specific problems. Principle of packaging systems is to keep down operating costs when fibreboard packaging is being used, particularly during the physical process of packing goods into cases.

New machines developed into packaging systems range are the Formpaker, a semi-automatic pack forming and taping machine; Wrappaker, a fully automatic machine with "turnover" feature for powdered and granulated products; Flatway, general purpose casing and taping machine; and Collapaker, semi-automatic blank former.

MARKET NEWS

Mercury salts easier

London, January 12: Mercury salts were reduced by varying amounts during the week. Examples are the perchloride, now at £3.60 kg against £4 previously, and the subchloride at £4.55 kg (£5.10).

In crude drugs demand was patchy and price movement somewhat limited. A parcel of cascara is now landing, the market having been bare for some time. More stocks of liquorice root from China and Russia are also landing. Pimento prices rose by £45 ton for shipment. Peru balsam continued firm.

Senna shipped from the port of Tuticorin during December 1971 included the following:

	US tons	UK tons	Europe tons
Tinnevely leaves	61	40	—
pods	3	3	—

Due to the Indo-Pakistan war ships were cancelled for Pacific and European Continental ports during the month.

Among essential oils pennyroyal and lemon were dearer and a report from the US hints at higher prices for American peppermint because of reduced production from the 1971 crop. Almond oil is firmer.

Pharmaceutical chemicals

Aloin: 50-kg lots £9 kg.
Aminacrine hydrochloride: £33.50 kg.
Borax: BP grades, per metric ton, in paper bags delivered: granular £75, crystals £100; powder £82; extra fine powder £86. Technical grades less £20 per ton.
Caffeine: (50-kg) Anhydrous and hydrate £1.78 kg.
Calamine: BP grade £280 metric ton for 250-kg lots.
Dienoestrol: 5-kilo lots £62.50 kg.
Digoxin: Up to 25-g lots £2.60 per g.
Ferrous gluconate: £628 metric ton in 50-kg lots.
Ferrous phosphate: In kegs £0.46 kg.
Hydrogen peroxide: 35 per cent, £130 per 1,000-kg.
Ichthammol: 1,000-kg lots £0.52 kg.
Iodides: (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg).
Iron ammonium sulphate: 100-kg £205 per metric ton.
Iron and ammonium citrate: (per metric ton) granules, 50-kg lots £650 1-ton £620. Scales 50-kg £820; 1-ton £790; green £830.
Iron phosphate: £470 for metric ton 50-kg lots.
Kaolin: BP £66 per 1,000-kg in 25-kg sacks.
Mercury salts: Per kg in 50-kg lots: ammoniated powder £4.25; oxides—yellow £5 and red £5.20; perchloride £3.60; subchloride £4.55. Iodide £5.05 kg for 25-kg.
Parachloro-meta-xyleneol: 50-kg lots £0.90 kg.
Pemitone: 25-kg lots £3.93 kg.
Phenolphthalein: 250-kg lots £0.94 kg.
Sorbitol: Powder £335 metric ton for over 250 kg.
Zinc carbonate: BPC 25-kg sacks £0.26 kg.
Zinc chloride: granular 96-98% £135 metric ton.
Zinc sulphate: heptahydrate £44 metric ton.

Crude drugs

Balsams: (lb) **Canada:** £1.85 spot; shipment £1.80 cif. **Copaiba BPC** £0.50; **Para** £0.40. **Peru:** £1.25 £1.20, cif. **Tolu:** BP £0.70.
Cascara: £345 metric ton landing; shipment £320, cif.
Ginger: (ton) **Cochin** £260, cif. **Jamaican** No. 3 £880 February-April. **Nigerian** split £230; £155, cif; peeled £350 spot, £255, cif; **Sierra Leone** not offering.
Lemon peel: Spot £250 metric ton; £240, cif.
Liquorice root: (metric ton) **Chinese** £95 now arriving; £85, cif. **Russian** £90. **Spray-dried powder** £396, delivered. **Block juice** £431.50.
Menthol: (kg) **Chinese** spot £6.10; shipment £6.05, cif. **Brazilian** spot £5.43; Jan-Feb £4.70, cif; new crop March-April £4.50.
Pepper: (ton) **Sarawak** black £352.50-£355, cif as to shipment; white £525, cif.

Essential and expressed oils

Almond: Drum lots £0.60 kg.
Amber: Rectified spot £0.33 kg.
Anise: **Chinese** £1.43 kg spot; £1.30 cif.
Bay: Shipment £6.27 kg, cif.
Bergamot: £9.35-£11.55 kg as to grade.
Birch tar: Rectified £2.35 kg.
Bols de rose: **Brazilian** £1.75 kg spot; £1.65, cif.
Buchu: English distilled, £255 kg.
Cade: Spanish £0.42 kg.
Cajuput: £1.20 kg on spot.
Camphor white: Spot £0.36; £0.30 kg cif.
Cananga: **Java** £5 kg, cif.
Caraway: **Dutch** £6.50 kg; **English** £18 kg.
Cardamom: English distilled £45 kg; **Indian** £46.50.
Cassia: **Chinese** £2.20 kg, spot.
Cedar: Leaf £2.40 kg; wood; **American** £1.54.
Celery: English £27 kg; **Indian** £19.
Cinnamon: **Ceylon** leaf £1.59, cif; **Seychelles** leaf rectified £2.75; bark, English distilled £88. **Chinese** £1.10 spot; £0.95, cif.
Citronella: **Ceylon** £0.90 kg spot; £0.83, cif; **Chinese** £1.05 in bond; £0.95, cif.
Clove: **Madagascar** leaf £1.20 kg in bond; £1.08, cif. English distilled bud £17.60.
Dill: £5.75 kg spot.
Cod-liver: BP in 45-gal lots £31.50 naked.
Coriander: £9.35 kg spot.
Cubeb: English, £13 kg.
Eucalyptus: **Chinese** 80-85 per cent £0.62½ kg in bond £0.59, cif.
Fennel: Spanish sweet £2.09 kg.
Geranium: **Bourbon** £18 kg; **Congo** £16.50 kg, cif; **Egyptian** £17, cif.
Ginger: English distilled £39 kg; **Indian** £22.50.
Juniper: Berry £3.08 kg; wood £0.55.
Lavandin: £2.76 kg spot.
Lavender spike: In 1-metric ton lots £2.90 kg.
Lavender: French from £4.40 kg.
Lemon: **Sicilian** £3.£6 kg as to quality.
Lemongrass: £2.60 kg spot; £1.95, cif.
Lime: West **Indian** £7.70 kg spot; £7.15, cif.
Mandarin: £5 kg.
Nutmeg: East **Indian** £4.95 kg, English distilled from West **Indian** £12.75; from E **Indian** £13.15.
Olive: £300-£305 metric ton fob Spain; spot £360-£365 long ton, duty paid.
Orange: Sweet £0.54 kg spot; bitter from £3.15.
Palmarosa: £7.85 kg spot, £6.50, cif.
Patchouli: Spot £4.25-£4.50 kg duty paid.
Pennyroyal: £2.50-£2.70 kg to arrive.
Pepper: English distilled ex black £32.50 kg.
Peppermint: (Per kg) **Arvensis** **Chinese** £2.20 spot; £2.10, cif; **Brazilian** £2.05 spot; Jan-Feb £1.80, cif; April-May £1.65. **American** piperata from £3.85.
Petitgrain: £3 kg spot; £2.90, cif.
Pine: (kg) **Abietis** £3.75, **pumilionis** £6; **sylvestris** £1.62.
Rosemary: Spanish £1.55 kg.
Sage: Spanish £1.85 kg spot.
Sandalwood: **Mysore** spot nominal. East **Indian** for shipment £13.40 kg, cif.
Spearmint: **American** £5 kg, cif; **Chinese** spot £3.40 kg; shipment £3.30 cif.

COMING EVENTS

Monday, January 17

Enfield Branch, Pharmaceutical Society, Postgraduate Medical Education Centre, Chase Farm hospital, Enfield, at 7.45. Mr R. Smith on "The work of the bio-chemist."
London Branch, Guild of Public Pharmacists, The auditorium, The Wellcome Building, 183 Euston Road, London NW1, at 7.30pm. Mr D. N. Crowther (Senior registrar, department of medical oncology, St Bartholomew's hospital) on "Modern cancer chemotherapy."
South-east Region, Pharmaceutical Society, Post Graduate Medical Centre, Mayday Hospital, Croydon, at 8pm. Miss M. J. Witt (Senior registrar, department of Obstetrics and Gynaecology, Bath Hospital) on "Drugs and infertility."
Stockport Branch, Pharmaceutical Society, Alma Lodge Hotel, Stockport, at 8pm. Ladies' supper evening.

Tuesday, January 18

Brighton and Hove Branch, Pharmaceutical Society, Langfords Hotel, Hove, at 7.30pm. Working dinner. Principal speaker: Mr W. M. Darling (President of the Society).
Leicester and Leicestershire Branch, Pharmaceutical Society, Postgraduate Medical Centre, Medical Centre, Leicester Royal Infirmary, 8pm. Mr Donald Law on "Antiques."
Reading Branch, Pharmaceutical Society, Southcote hotel, Reading, at 8pm. Mr D. A. John: "An artist speaks about his craft."

Wednesday, January 19

Peterborough Branch, Pharmaceutical Society, City and Counties Club, Priestgate, Peterborough, at 8pm. General meeting.
Sheffield Branch, Pharmaceutical Society, Royal Victoria Hotel, Sheffield, at 8pm. Mr P. Wigley (Publicity officer, City of Sheffield) on "Salesmanship for a city."

Thursday, January 20

Birmingham Branch, Pharmaceutical Society, Aston University, at 8pm. Professor D. G. Wiberly on "Cancer therapy" (lecture course).
Bournemouth Branch, Pharmaceutical Society, Postgraduate Medical Centre, Boscombe at 8pm. Open meeting.
Epsom and Sutton Branch, Pharmaceutical Society, Bourne Hall, Ewell, at 8pm. Mr J. S. Davison (products manager, Geigy Pharmaceuticals) on "Recent advances in the treatment of hypertension."
Portsmouth Branch, Pharmaceutical Society, Medical Centre, St Mary's hospital, Portsmouth, at 7.45pm. Mr P. Maunder (Portsmouth Parks manager) on "Gardening".

Friday, January 21

Harrow Branch, Pharmaceutical Society, Northwick Park hospital at 8.30pm. Cheese and wine party.

Advance information

University of Bath. June 5-9. Residential course on preparation of radiopharmaceuticals.

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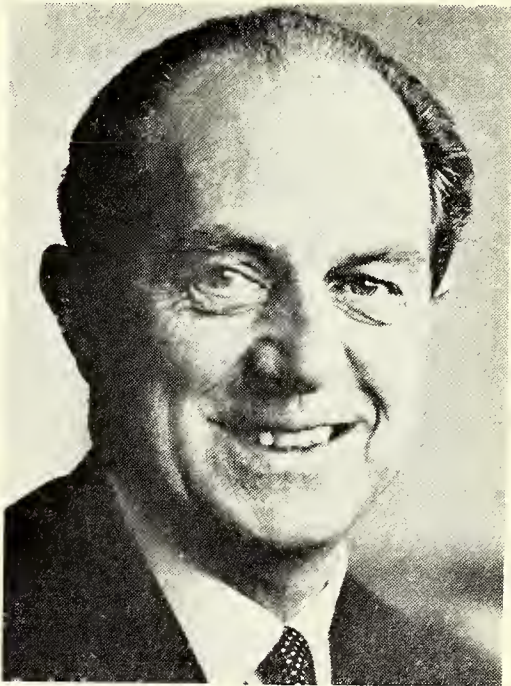
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A Benn Group Journal



Mr Willoughby R. Norman, chairman of Boots Co Ltd who are among the principals in the Glaxo takeover struggle (See p 108)

"At last I've found the make-up that's right for me."

You've probably been disappointed with the brands of make-up you've tried before.

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Or the rep. doesn't call often enough.

Or there isn't a flexible enough choice of merchandisers and displays for your store.

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For a start, we advertise more each year, so more women each year are buying our make-up. (This year we're spending double our 1970 expenditure, in colour, in magazines like Woman's Own, She and 19.)

We keep our range so up-to-the-minute, its ahead of most other brands with new colours and products.

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And we provide displays and merchandisers to fit any space, from small counter units to large free-standing displays.

Since 1970 we've also completely repackaged and remerchandised our range. (It's given us a brighter, newer image.) And we've kept the quality high and the prices low.

If we've persuaded you to buy Outdoor Girl make-up, you won't regret it.

It suits all of our customers very well.

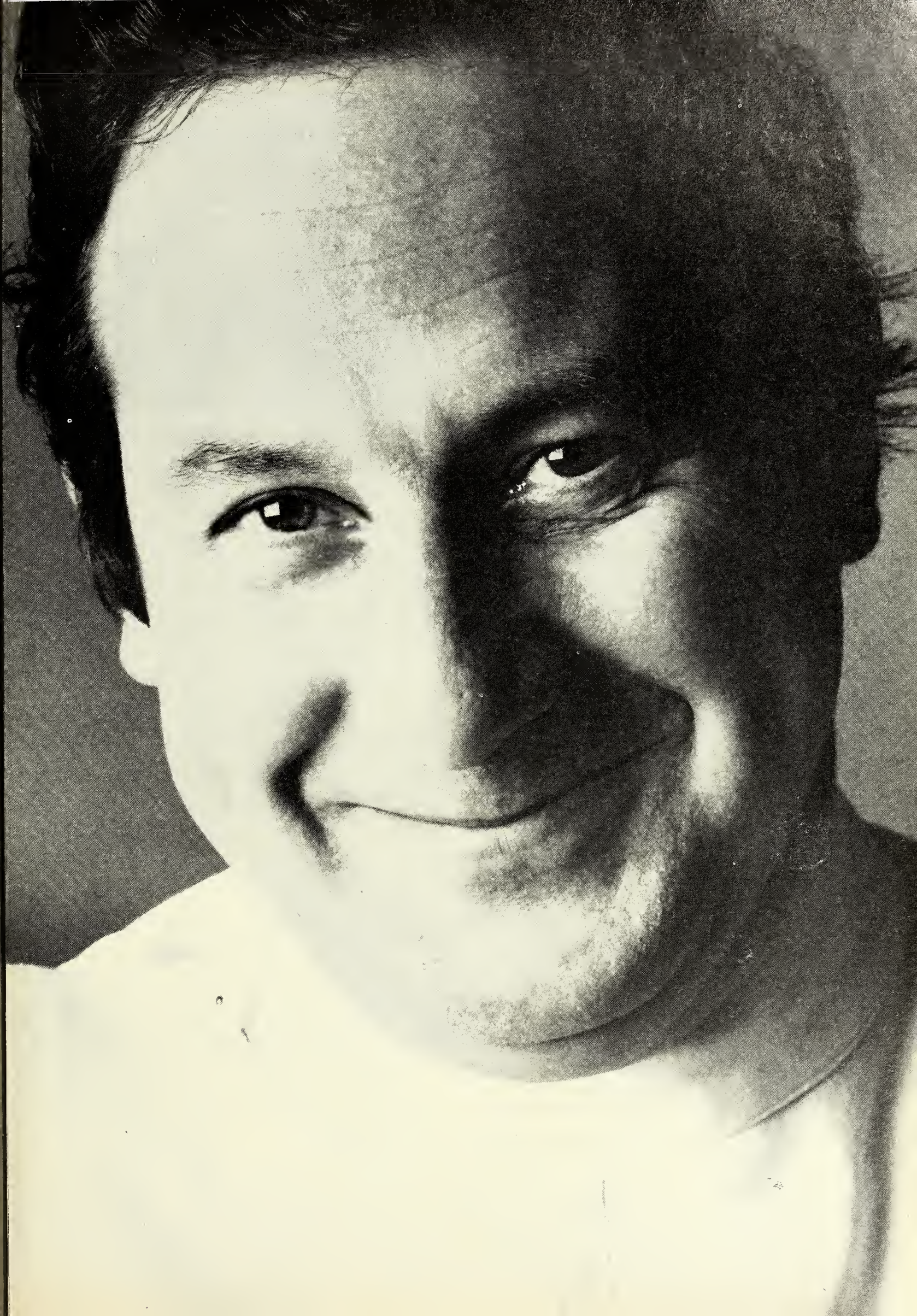
Outdoor Girl

I would be very interested in meeting the Outdoor Girl Representative when he is next in my area.

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Address _____

Post coupon to: Mr. A. Slater, OUTDOOR GIRL, Hook Rise South, Surbiton, Surrey.



NPU bring MPs into 'double tax' fight

A concerted approach by retail pharmacists to their MPs, with a view to securing relief on purchase tax-paid stocks when VAT is introduced, has been instigated by the National Pharmaceutical Union, with the support of fellow members of the Retail Consortium.

A draft letter has been sent to all NPU members—setting out the case against “double taxation”—with the suggestion that pharmacists have it transcribed onto their own headed paper (or paraphrase it themselves) and send it to their own MP at the House of Commons.

The text of the letter is as follows:

“I am very worried and concerned about my position as a pharmacist-retailer when VAT is introduced. This is mainly because the Government has not yet decided whether to refund the Purchase Tax I have paid on my stock when VAT is imposed next year.

“The amount I personally stand to lose if no rebate is allowed (£—) is considerable and to have to sacrifice such a sum because civil servants say there are difficulties is something I find hard to accept. It is obviously not reasonable to expect retailers to pay VAT on top of the tax they have already paid.

“If the Government, by default, fails to insist that Whitehall finds a way of paying me back this money, the only course of action I have is to slow down my stock intake during the months before the changeover date. My other retailer colleagues feel the same and the resulting distortion of trade buying patterns would have alarming consequences for industry, and on employment levels and the national economy.

“I appreciate the difficulties of calculating the exact sum owing to each retailer but I am sure that, given the will, a method can be found that is fair both to the retailer and to the Inland Revenue.

“May I urge you to convince Treasury Ministers that there is an important matter of principle at stake here and to impress upon them the urgency of an early announcement of their decision.”

(Comment, p 103)

Regrading for pharmacy technicians

Details of the new grading structure for pharmacy technicians, resulting from the Noel Hall report, have recently been circulated.

The Professional and Technical B Whitley Council have agreed on a revised grading structure and salary scales operative from July 1, 1971.

The student and technician II grades have been replaced by a new student technician grade; The technician I grade has been replaced by the technician grade and a new grade of senior technician has been introduced.

The student grade is intended for use only by those who are trying to obtain the necessary qualifications for entry to the pharmacy technician grade “and can reasonably be expected to be successful”.

The definition for the senior grade enables some technicians who are at present fulfilling supervisory functions to be so graded immediately. The introduction of area pharmaceutical services will provide a further opportunity of upgrading for technicians who are engaged in specialist work, says the Department of Health.

New salary scales put student technicians on a scale (over 21 years) from £567 to £915, or with “O” level attainments (scale B), £603 to £915.

The technician grade scale is £894 (£954 from July 1, 1972) to £1,320, and that for senior technicians £1,254 to £1,572.

279 fewer pharmacies in 1971

There was a net loss of about 279 pharmacies during 1971. The figure, based on the Pharmaceutical Society's monthly register correction list, gives an average closure rate of 23 per month for 1971, compared with 31 in 1970 (when



Mr R. C. Thomas (left), branch manager at the Sheffield branch of Vestric Ltd, presents a radio set to one of their customers, Mr D. Firth, MPS. The prize was won by Mr Firth in a recent competition arranged by Philips Electrical Ltd, and presented at a luncheon in Sheffield

£7,500 for drug jar collection

The Delftware collection of the late Mr Dan Clare was sold for over £7,500 at Sothebys on January 18 (C&D, January 15, p 57).

The 17th century polychrome pill slab (illustrated in that issue) brought £2,800.

Another polychrome pill slab of octagonal shape with the arms of the Apothecaries' Company made £400.

The rare Lambeth delft bear's grease pot, painted with a blue bear and standing only 1½ in high, sold for £160. The “IG” drug jars totalled £1,250, one pair being sold for £220.

Drug jetsam on Dorset beach

Several hundred antibiotic vials were washed ashore along a mile long stretch of beach near Poole, Dorset, this week.

The first vials, many of which contained Crystamycin, were found on Saturday evening, others have come in on the tide since. Some were in unopened packs of ten bearing the label of a local wholesale chemist, other packs were broken apart in the sea.

The vials were time-expired

and dated April 1971 and August 1971. Those collected have since been destroyed by the Poole police.

A health department spokesman in Poole told C&D that the wholesaler was known to supply drugs to shipping. The suggestion has been made that the out of date vials were thrown overboard from a large vessel.

Ellis Seillon: 5 years for fraud

The trial at the Old Bailey, London, of Ellis Eser Seillon, which began last October (C&D, October 16, 1971, p 552), ended on January 13 with his being found guilty of fraud and sentenced to five years' imprisonment.

Standing trial with Mr Seillon who was head of Mesco Laboratories Ltd and a former chairman of Stanley Weston Group Ltd, was Elias Fahimian. He too was found guilty and sentenced to four years.

The fraud concerned a sum of £12m and at the end of the trial there was a sum of £1,854,420 which remained unaccounted for.

Using two companies which they operated—Mesco Laboratories and Renclore Ltd—the two men carried out what the Crown described as a “brilliant and wicked” swindle on two banks over a period of years, involving bogus dealings in quinine and other chemicals and when the crash came, £4½m had been obtained from the Standard Bank and £8m from the Co-operative Bank. They pleaded not guilty.

Cosmetic sales: 'no real growth in the future'

Although the cosmetics market will continue to experience continual growth in the future, the apparent trend over the last three years or so has been for no growth in real terms and this must be of considerable concern to major companies, says a recent report*.

In analysing the effects of direct selling companies on the market, the report says Avon will very soon be the most important single name in cosmetics. They, with other direct-sellers, account for 25 per cent of the market and their progress "shows no sign of slowing down". New product introductions and "almost constant revitalisation of existing lines" is one of the main methods employed by companies to maintain and expand sales, according to the survey.

On the distribution side, the report finds a "significant shift away of sales in volume terms from chemists, though chemists still dominate some lines, for example, nail colour, eye make-up".

Eye make-up has experienced the biggest increase in sales in the market as a whole, increasing from £7.1m in 1966 to £10.6m in 1970.

*The report is the first of a three-part series in *Retail Business* 167, Economist Intelligence Unit, 27 St James's Place, London SW1A 1NT.

Conference science award

As in 1971, the Science Committee of the British Pharmaceutical Conference will consider the award of a prize to a pharmacist who "shows outstanding ability as indicated by his or her published work".

The successful applicant will receive a prize of £100 and will be invited to present a lecture on his or her work at the 1973 Conference. Applicants must be UK citizens and under 35 years at March 31, 1972.

The merits of the work may be brought to the notice of the Committee either by the applicant, or by persons who wish to recommend the applicant for such an award.

Applications should be addressed to the secretary of the Science Committee, British Pharmaceutical Conference, 17 Bloomsbury Square, London WC1 and should be received by March 31.

Emergency script delivery

A voluntary medical emergency transport service is being set up in South-east London—and its proposed functions include the delivery of urgent prescriptions.

The service will be provided by a group of volunteer car owners from SE London and Metropolitan Kent, and will be available from 08.30 to 1800 hours, Monday to Friday.

For chemists, the service will undertake the delivery of prescriptions urgently required where no other means of collection are possible, for example persons living alone, or a mother or wife unable to leave a very sick patient.

The volunteers will *not* be involved in the collection of prescription charges.

The service will also provide emergency transport under the direction of doctors, midwives, blood banks and hospitals.

Details may be obtained from the director (Mr A. D. Kimmins), Medical Emergency (Transport) Service, 111 Ermine Road, Lewisham, London SE13 7JJ (telephone 01-690 1802).

Attack on abuse of analgesics

It would be of great benefit if the sale of minor analgesics was restricted to pharmaceutical chemists, Dr Robin Murray states in a recent article in *General Practitioner*.

To curb the problems of analgesic abuse Dr Murray recommends stricter control of the advertising of analgesics and wider publicity of their dangers. He attacks advertisements that stress such benefits as relief of "nerve pains" or "tense, depressing headaches" and recalls that Professor C. Wilson showed that more than 40 per cent of those taking analgesics, in a study in Merseyside, took them for inappropriate reasons.

Another suggestion made is the use of warning labels on all analgesics. Dr Murray thinks that the Advisory Council on the Misuse of Drugs "would do well to look into the matter."

The article states that in addition to established complications, such as gastrointestinal bleeding and nephropathy, there have been recent suggestions that massive analgesic ingestion may be associated with organic brain disease and that aspirin ingestion by pregnant women may increase the likelihood of congenital defects.

Attacking the views of others who have said that the public only take analgesics when necessary and that self-medication prevents doctors from being overwhelmed with work concerning minor illness, Dr Murray reminds his readers that a 1970 National Opinion Poll survey suggested that 250,000 people were taking five or more analgesic tablets daily without any advice from their doctor.

Prescription abbreviations?

"It is unfortunate that the British National Formulary does not offer some guidance on the use of such expressions as 'tds', 'qid', 'nocte', and other similar terms widely used in prescriptions" writes Dr D. A. Spencer in last week's issue of *The Lancet*.

Many nurses and some doctors are uncertain about the exact meaning of such terms, he explains. The 1971 edition presents sound and sensible advice about the writing of prescriptions. It suggests that Latin titles and abbreviated Latin should not be used.

But, claims Dr Spencer, "most prescribers have neither the time nor the inclination to pedantry necessary to write out instructions in full, and medicine prescription sheets used in hospitals carry insufficient space for this".

Ban on drug advertisements

"There are more appropriate ways of bringing advances in therapy to the notice of the medical profession other than the conventional deluge of printed matter," states the president of the Medical Practitioners Union's in the journal *Medical World*.

He was announcing a decision by the MPU to exclude all drug advertisements from the journal.

Publicity for pre-payment certificates

The Department of Health is arranging further national publicity to secure maximum take-up of pre-payment certificates for prescription charges.

The January meeting of the NHS (Chemist Contractors) Committee was told that advertisements were scheduled to appear in national daily and Sunday newspapers at intervals between late January and the beginning of March.

The Committee examined an information card produced by an Executive Council for general practitioners to issue to colostomy and ileostomy patients, and decided to ask the Department of Health to ensure that all such post-operative patients were issued with a similar card before discharge from hospital. The card gives details of equipment needed by the patients in a form which makes it easier for doctors to indicate the items required on form EC10.

It was decided to repeat representations to the Department about the insufficient time interval (two days) allowed by the Drug Tariff for the collection from patients of equipment notified by the Executive Council as being no longer required.

The Committee's request for seven days had been rejected because the Department had been told by the Post Office that although no guarantee of delivery times could be given "practically all first-class post would be delivered the day following postage; some second-class post would be delivered later in the day following postage and the remainder within two days of postage".

The Department's compromise suggestions of an extension to three days following the date of the notice was "completely unacceptable" to the Committee.

After a discussion of the "Wolverhampton incident" it was decided to ask local pharmaceutical committees to review in each area the arrangements for ensuring that members of the public are aware of emergency arrangements for dispensing urgent prescriptions.

Work was proceeding on the arrangements for the forthcoming inquiry into the discounting of net ingredients costs, it was reported. The results of the recent container costs inquiry were also being processed.

COMPANY NEWS

Chemimart and Parnolds merge

Chemimart Ltd, who own nine pharmacies selling on a super-market pattern in and around London, have merged with Parnolds Ltd, drug stores who also have nine branches in the London area. Mr M. Franklin of Chemimart and Mr P. Levinson (director, Barclay & Sons), are joint managing directors of the enlarged group which will have a turnover of £2m. Gradually the Parnolds' name will be replaced by that of Chemimart as each business turns over to a pharmacy.

Chemimart are also negotiating for the acquisition of two further groups. Mr Franklin told *C&D* on Tuesday that in future they would be looking to stores of a size between 2½ and 5,000 sq ft and would be expanding to the Midlands and North of England.

Chemimart recently commenced a pilot wholesale business which supplies selected retail pharmacy customers on a cash basis.

Barclay to acquire Bellair

Barclay Securities Ltd are to make an agreed offer for Bellair Cosmetics Ltd.

The directors of Bellair are unanimously of the opinion that the terms of the offer, £0.40 for each £0.10 Ordinary share, are fair and recommend shareholders to accept, as they intend to do in respect of their own holdings.

Barclay state that the acquisition of Bellair will strengthen the product lines and sales force available to their pharmaceutical distribution and manufacturing units in the area and throughout the UK.

American firm accuses Glaxo

Warner-Lambert of the United States alleged this week that one of Glaxo's products, Betnovate, infringed two of Warner-Lambert's patents. They claimed that their patents covered processes without



Peter Dodd, managing director of Unichem Ltd, addressing delegates at a sales conference (see story below)

which Betnovate could not be made.

A statement said: "The patent infringement action which has been filed against Glaxo Laboratories is based upon the alleged infringement of Warner-Lambert British patent Nos 996,079 and 996,080 issued June 23, 1965.

A Glaxo statement said that writs had been served alleging infringement and added: "We have the opinion of eminent counsel confirming our own view that there is no infringement of any valid claim in that patent".

For developments in the Glaxo take-over bids see p 108.

Unichem plan for expansion

Expansion of sales and distribution are the keynotes for development plans by Unichem Ltd for 1972, delegates to the company's annual sales conference were told at the weekend.

Addressing the two-day conference Peter Dodd, Unichem's managing director, said that the management was taking positive steps to increase both medical and counter sales. Additionally there were plans to expand Unichem's distribution outlets by the acquisition of existing operations.

Michael Worbey, chief buyer, said that a new scheme to help the chemist profitably plan his buying had been initially launched in the South. It gave the chemist even larger discount advantages and it had been a marked success. Expansion of the scheme to other regions was under discussion.

Indian plant 'breaking even'

With the commissioning last month of a new dryer, the antibiotics plant of Indian

Drugs and Pharmaceuticals Ltd (IDPL) at Rishikesh has reached the break-even stage. Production capacity of streptomycin has increased from 57 metric tons to 85 tons a year.

According to the chairman of IDPL, Dr Jagjit Singh, total production at the plant which was a mere 41 tons in 1969-70 increased to over 72 tons in 1970-71 and is expected to jump to 120 tons during 1971-72. With the increase in production annual sales are also expected to rise from the present Rs 90m to over Rs 120m.

He said IDPL had embarked upon a scheme for manufacturing formulations to increase its overall profitability. Some of the basic drugs were marketed below the manufacturing cost with a view to bringing down prices and those losses had to be made up by manufacturing other items.

Dealing with the problem of marketing its products, particularly formulations, the chairman noted that there was stiff competition with the private sector manufacturers who had been in the field for a long time.

Before Dr Singh's announcement the Committee on Public Undertakings had criticised the Government for setting up the company with Russian collaboration.

In its report, the fourth to be presented by the Committee to the Indian Parliament, the Committee regretted that, despite an earlier observation that in the antibiotics' field the techniques employed in Western Europe and the US were more advanced, the Government did not make any inquiries of those countries.

In its reply, the Government conceded the point but added that it was disappointed at the general attitude of the established drug manufacturers in Western Europe and the US.

In brief

Associated British Maltsters Ltd are making a bonus issue of one new Ordinary share for every ten held. Mr R. B. Brown, has retired from the board while Mr G. A. Cartwright also retires but will continue as a consultant.

R. A. Sheldrake Ltd have acquired the pharmacy of John H. Smith & Co (Chemists) Ltd, 10 Bridge Street, Newark, Notts. The new owners will commence business there on February 1.

Super-Farm Ltd have recently opened their fifth pharmacy in Dublin, situated in the main shopping centre in Finglas.

Appointments

Sancellia Ltd have appointed Mr Peter Woodward their product manager.

Kimberly-Clark Ltd have appointed Mr James Hollins to the newly-created position of general manager, consumer division.

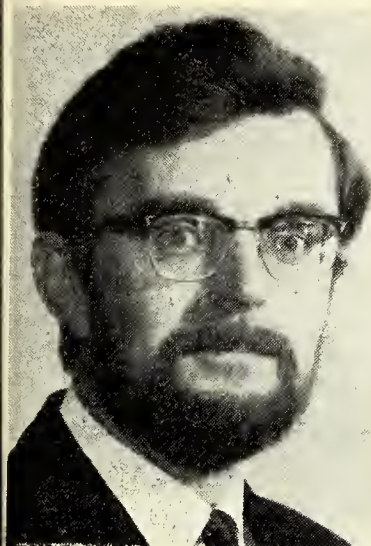
Unichem (Northern) Ltd: Mr John Talbot has been appointed a director. Mr Talbot joined PDS, Leeds, as their general manager in 1960 and, on the merger of Unichem, became depot manager in 1964.

Beecham pharmaceutical division have appointed Mr G. E. Gladwin marketing manager of Bencard and Mr E. W. Stanford, marketing manager for Beecham Research Laboratories.

Reckitt & Colman, toiletries division have appointed Mr Michael Wood sales manager of their chemist division. He will be responsible for development of chemist division sales through independent and multiple chemists and wholesalers.

Menley & James Laboratories have promoted Mr John Chesney to group product manager for Ironplan and associated products and certain new products. Mr Ian Campbell has been appointed group product manager for Procol, Contac 400 and other cold relief products.

Reckitt & Colman Ltd have appointed Mr A. Fraser Menzies director and distribution UK in place of Mr L. A. Carey, who will be retiring in June. Until his final retirement Mr Carey will act in an advisory capacity and will visit company establishments in the UK and Ireland.



Mr G. F. Green

Boehringer Ingelheim Ltd have created a marketing planning and science information department under the direction of Mr G. F. Green, B Pharm, FPS, who is appointed marketing planning manager. Mr W. J. Corcoran has been appointed to the position of marketing plans executive. Within a new creative services department Messrs J. C. Bolton and J. A. Hopkins have been appointed executives; Mr T. H. Goodwin is advertising production manager and Mr A. J. Williams, professional services manager. The marketing research department will be headed by Mr A. J. Barnes.

PEOPLE

Messrs R. E. Combes, J. Hanson and R. S. Summers have been elected fellows of the Institute of Pharmacy Management.

Dr C. H. Smith, managing director of Evans Medical Ltd, Speke, and the company's export sales manager, **Mr T. J. Garner** have been among British representatives attending the inauguration ceremonies of President William R. Tolbert in Monrovia, Liberia.

For many years Evans Medical have supplied the requirements of the National Health Service for the Republic of Liberia. Dr Smith and Mr Garner also attended the celebrations of the Republic's 50th anniversary.

Mr A. H. Newcombe, marketing controller of Beecham pharmaceutical division retired recently after a long and distinguished career in the pharmaceutical industry.

Mr Newcombe qualified as a

pharmacist and for some years was in retail pharmacy with Boots Ltd. He began his career in the industry on joining the fine chemicals division of W. J. Bush & Co after the 1939-45 war.

In 1949 Mr Newcombe joined Abbott Laboratories as sales manager and was eventually appointed general manager of the company. In 1958 he became marketing manager of C. L. Bencard Ltd, branch of Beecham Group Ltd, and with the transfer of that business to Beecham Research Laboratories he continued his work with the new company.

Mr Eric J. Fitchett, at present the group pharmacist to Leicester No 1 Hospital Management Committee, has been appointed the regional pharmacist to the Sheffield Regional Hospital Board, and will be taking up his appointment on February 1.

Deaths

Kochan: On January 9, Mr Max Kochan, MPS, 99 Craigenfinny Road, Edinburgh. Mr Kochan qualified in 1947.

Rosenthal: Recently, Mr Samuel Aaron Rosenthal, MPSI, 57 Harcourt Street, Dublin. Mr Rosenthal qualified in 1918. For a number of years he practised at Merrion Row, Dublin. On disposing of the premises, he purchased the Adelaide Pharmacy in Harcourt Street, which he conducted up to his final illness. He was father of Dr Geoffrey Rosenthal MPSI.

NEWS IN BRIEF

□ The Statutory Committee of the Pharmaceutical Society will meet at 17 Bloomsbury Square, London WC1, on January 26 and 27, to conduct nine inquiries.

□ The 1971 edition of the Dental Practitioners' Formulary for use in the National Health Service has been published jointly by the British Medical Association and the Pharmaceutical Press. It became effective on January 1, 1972.

□ Sir Richard Hayward is to chair a staff commission concerned with staff redeployment problems arising from the relation to set up the commission organisation of the National Health Service. Pending legislation it will function as an advisory committee.

Topical reflections by Xrayser

Bigger and bigger

The world of big business is beyond my comprehension, especially when the pages of my morning newspaper describe Glaxo and Beecham as only "medium-sized." The marching and counter-marching—up and down again, as Kipling so aptly put it—fills me with a sense of wonder. The latest move in the game, introducing what one account described as "the High Street chemists" (an epithet which, in their place, I should hardly regard as flattering in a professional sense) comes as a surprise to me, if not to financial circles who seem to have been not unaware of the preliminary sharpening of knives.

It appears that the tactical moves by the captains and the kings are not without effect on those who have no say in future strategy, for a statement issued by trade union officials has asked for a guarantee of employment, that there shall be no planned closures, and no redundancies. It may be that assurances will be forthcoming, but I should not be too sanguine that, to refer again to Rudyard, there will be "no discharge in the war." The business world appears to be of the opinion that, if the alliance takes place between Boots and Glaxo, there will be no reference of the matter to the Monopolies Commission, for the City expects the Government to follow the precedent announced when Beecham made its first bid.

That, I think, shows a lack of knowledge of the complex kind of hybrid that pharmacy has become, for the resemblance between the two combatants and their activities and backgrounds is not particularly noticeable pharmaceutically. Indeed, the chief common characteristic of both is something in the region of £350 million.

Changes

I have watched over the years the growth of the mammoths. I have watched the submergence or total disappearance of wholesale and manufacturing houses whose names were once uttered almost with reverence. I have watched the concentration of power in fewer hands—with the lack of efficiency and service that inevitably follows. And I have listened to the beating of the wings of the hovering vulture called nationalisation, circling round while his prey is being heaped in fewer courses on ever larger plates, waiting his chance to pounce when all the preliminary scavenging has been done for him.

Peter Rodgers, in *The Guardian*, commenting on the latest move, described a Boots-Glaxo combine as a new factor in the equation, stating that there were fears among manufacturers, wholesalers and "small" chemists about the concentration of manufacturing and buying power which would arise from such a merger. And I am bound to say that I, as a small chemist, endorse those fears.

We are all-too familiar with situations in which "rationalisation" by large groups has reacted to the detriment of small pharmacies. I sometimes feel that the pursuit of maximum efficiency within major combines is not necessarily an unmixed blessing for the industry of which they are a part.

Another change

Meantime, I read on page 59, that Mr John Rafferty has closed his pharmacy in South Great George's Street, and opened at Cornelscourt, Dublin. I wish him all success in his new venture.

NEW PRODUCTS AND PACKS

Dietary aids

Trimetts' biscuits

Two further types of Trimetts' slimming biscuits are now being sold to chemists and grocers. These are Lemon Crisps, available in a three meal pack—five biscuits and 220 calories per meal (£0.27) and Crunch Creams in either vanilla or lemon, a three meal pack, three biscuits and 250 calories (£0.27)). These additions bring the Trimetts' range to 14 (Uniclife Ltd, Unimart House, Stonar, nr Sandwich, Kent).

Cosmetics and toiletries

Nivea liquid

The new Nivea product, Nivea Liquid, is a lotion alternative to the all-purpose cream preparation.

Being of a light non-greasy formulation, it is radically different from its predecessor, Liquid Nivea, which was much oilier and was withdrawn from the market several years ago.

The latest addition, in a standard size at 100cc (£0.24½) and large at 175cc (£0.35) is packed in polythene bottles, with the traditional blue and white colour scheme and similar logo to the cream.

During the launch period, special display units are available containing either 12 large or 12 standard or 12 large with six standard. These announce a special price to be written by the chemist, which tie in with the "special price offer" stated on each pack.

As Nivea Liquid is aimed mainly at the "younger end" of the market, advertising will appear in *19*, *Jackie* and *Petticoat* from now until the end of the year (Southalls (Sales) Ltd, Bessemer Road, Welwyn Garden City, Herts).

Stick lip glosses

Available from Helena Rubinstein early in February is a new range of stick lip glosses designated Le Lipgloss (£0.75). The shades which vary from a light tint to a darker hue are Apple Gloss, Damson Gloss, Sepia Gloss, Berry Gloss, Copper Gloss and Mango Gloss. The cases have a gold and white floral design on a green background (Helena Rubinstein Ltd, 31 Davies Street, London W1Y 1FN).



Shampoo and conditioner in one

Beecham have launched a range of "all-in-one" shampoos and conditioners, claimed to be as effective as two separate products. There are four formulas of New Bristow's Shampoo and Conditioner in One, with different conditioners for the varying hair types: tonic conditioner and shampoo for normal hair, moisturising and shampoo for dry hair, conditioner with mild astringent for greasy hair and deep cleansing shampoo and conditioner for dandruff.

New Bristow's is available in a 12.5cc foil sachet (£0.05) and an 80cc squeezable PVC bottle (£0.21), which has a flow control plug and twist-off, snap-on cap.

Beecham state that research shows 42 per cent of women place total conditioning highest on their list of priorities (Beecham Products (UK), Beecham House, Great West Road, Brentford, Middlesex).

The old fashioned way

Miners say girls are painting their faces in the old fashioned way, with bright red or magenta lips and strong pink cheeks on a most un-naturally pale foundation. For the Painted Lady Look Miners new colours for lipsticks are the Scarlet

Woman, Lurid Lady, Gipsy Clover in two forms, push up (£0.14) and swivel (£0.25). There are two lipshiners: Cherry Gloss and Damson Gloss (£0.15). New Shade-Pale is offered in: Rare Make-up (£0.25), Stick Make-Up (£0.25) or Glo (£0.23). A new range of Shapers includes Rosy Cheeks (£0.17); Tawny Blusher (£0.17) and Highlighter, a frosty powder with "rainbow lights" in it (£0.17). Miners report their two new lash styles: Feathers (£0.54), carefully bunched, fine and spiky and tapering into the inside corner, and Overs 'n Unders (£0.54) the lashes that are so widely spaced and simply fill in the gaps under the eye have been well received (Miners Make Up Ltd, Hook Rise, Surbiton, Surrey.)

Poly cream rinse

Poly Hair Cosmetics have launched an anti-static cream rinse, recommended for improving the texture of all types of hair. It is packed in foil sachets (£0.06) and is available in dispenser units containing two dozen. The rinse is applied by massaging into the hair immediately after shampooing and then removing with water (Lambert Co Ltd, Chestnut Avenue, Eastleigh, Hants).

Gala Bare Blush

Gala of London have introduced a pearlised facial creamy blusher, packed in pots and gold outliers (£0.54). Bare Blush comes in two shades, Pink and Tawny, and should ideally be applied with fingertips. Also announced is that Sheer Finish in six shades is available in slim-line deep-blue mirror compacts, embossed in gold (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey).

Cheek to cheek

An addition to Outdoor Girl face shaping products is a powdered blusher, Cheek to Cheek (£0.35), in a see-through compact containing two shades, Rose and Tawny and brush applicator.

Also appearing for the first time this month is a new green and white pack for their eye make-up removing pads and a further collection of Aqua Shadow for eyes—(£0.35)—sky, heather, denim (grey-blue) and violet (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey).

Photographic

Motorised splicer for 16mm film

The 16mm Kollmatic splicer (£17.08) is a lightweight and compactly styled unit. Complete with batteries—it takes two U11's—the splicer weighs a fraction over 16oz and measures approximately 5½in long, 3¼in wide and just over 2in high. The splicer is motorised providing a more accurately prepared surface for the film bond, as a result of which the makers claim Kollmatic splices are extremely strong and that the Kollmatic system makes it possible for a novice to make first-class splices "without any effort".

The Kollmatic splice provides a film join which is the same thickness as the film itself, using a bevelled film trimming system where the ends of the films are chamfered for the film joint (Distributors, Paul Plus Ltd, 29 King Street, Newcastle, Staffs).

TRADE NEWS

Toddler foods varieties

H. J. Heinz Co Ltd, Hayes Park, Hayes, Middlesex, have introduced three more varieties to their range of toddler foods: vegetable broth with steak and kidney, lemon creamed dessert with pears, lime creamed dessert with peaches. These are the first desserts for toddlers produced by the company, while the main course products now stand at five.

Coty's new shades

Spring 1972 will call for new vivid lipsticks to enhance the forecast fashion of poppy reds, buttercup yellows and cornflower blues, according to Coty.

Therefore, three additions have been made to their Cremestick range (£0.52), Very Peach, Very Coral and Very Red. Available in March from Coty Ltd, Great West Road, Brentford, Middlesex.

Trim Tabs counter unit

NPU Marketing Ltd, Mallinson House, 321 Chase Road, London N14 6JN, are distributing a counter display unit containing 12 packs of Trim Tabs, plus a showcard, emphasising that slimming should be carried out in the winter in readiness for the summer. This follows a claimed ten-fold sales increase during November and December over the previous two months.

For influenza too!

Geigy Pharmaceuticals, Hurdsfield Industrial Estate, Macclesfield, Cheshire, SK10 2LY, announce that Symmetrel capsules, in addition to their use in the treatment of Parkinson's disease, are now available for the specific treatment and protection against A₂ influenza. Symmetrel capsules are recommended for those patients at risk such as bronchitics, asthmatics and the elderly patient.

Fabric protector in aerosol spray cans

Scotchgard fabric protector is being distributed in aerosol spray cans (£1.40) for the first time in the UK.

This introduction allows the public to make their own fabrics stain-resistant, whereas previously the product was applied only at manufacturing stage to garments and furnishing materials or by 3M licensed on-site applicators. Each can contains 18oz. The company also markets another protector, Scotchgard suede spray (£0.50) both from Punch & Co (Sales) Ltd, West Drayton, Middlesex.

Tablets re-styled

There will be a change in the appearance of Belladrenal tablets in the course of the next few weeks. The colour, weight, diameter and thickness are unchanged, but

they will be unmarked on one side and have only a single score line on the other instead of bearing a brand device and being "cross-scored".

The reason for the change is that the product together with the product Neutrolactis (which is unchanged) are being transferred from the Sandoz range of products to that of Wander.

Price changes for Kodak colour prints

From February 14 prices of some colour prints made by Kodak's colour processing division will be increased.

Kodak Ltd, PO Box 66, Kodak House, Station Road, Hemel Hempstead, Herts, say that the increases have become necessary because of higher manufacturing and labour costs. Although the increases exceed 5 per cent, the overall effect on colour processing prices is below this figure and falls within the company's undertaking to the CBI.

The main change is to introduce different prices for Kodacolor reprints. The prices of Kodacolor prints made at the time the film is sent in for processing, remains the same.

Cardinelli's Blue Mink

Cardinelli, 339 Green Lanes, Haringey, London N4 1EA, have introduced a new colour in their Hoodwink Colour Tone range, it is called Blue Mink (£0.67) which is a subtle mixture of blue and black hair. The new colour is an addition to the three existing colours of cinnamon, violet and bottle green and is available in six styles now being marketed in the Colour Tone range.

Bonus offers

Southalls (Sales) Ltd, Bessemer Road, Welwyn Garden City, Herts. Nivea Liquid, large 175cc and standard 100cc. 14 invoiced as 12. Until February 25.

Earex Ltd, Tulketh Street, Southport, Lancs. Earex ear drops. 11 invoiced as 10. Through wholesalers only. (Until January 29).

Rapidol Ltd, Inecto House, 32 Dover Street, London W1X 3RA. Hint of a Tint



and Inectoset. Discounts of 15 per cent, 17½ per cent, 20 per cent, according to size of order. (Until March 31).

Dunmurry Pharmaceuticals Ltd, 2 Dunmurry Lane, Belfast. Syrup Dunpen VK 62.5, Syrup Dunpen VK 125, Syrup Dunpen VK 250. 18 invoiced as 12. (Until March 31.)

PRESCRIPTION SPECIALITIES

POLYCOL FORTE tablets

Manufacturer Nicholas Laboratories Ltd, 225 Bath Road, Slough, Bucks

Description Tablets each containing activated methylpolysiloxane 250mg, magnesium hydroxide 100mg and aluminium hydroxide/magnesium carbonate co-dried gel 275mg

Indications, Dyspepsia, heartburn, hiatus hernia and other conditions where flatulence/hyperacidity are present

Dosage One or two tablets between meals and at bedtime, or as directed

Pack Container of 100 tablets (£1.17 trade)
Issued January 1972

SUSTAMYCIN capsules

Manufacturer M.C.P. Pharmaceuticals Ltd, Alperton, Wembley, Middlesex

Description Two-tone blue capsules each containing tetracycline hydrochloride BP 250mg in a sustained release formulation

Indications Organisms susceptible to tetracycline

Contraindications Hypersensitivity to tetracycline, severe renal or hepatic disease, pregnancy unless specifically indicated

Dosage For adults and children over 12 years: 2 capsules initially, followed by 1 capsule twice daily. Dosage may be increased in more severe infections. Should preferably be taken with a drink of water either one hour before meals or two hours afterwards

Side effects Skin photosensitivity is occasionally seen. The formulation is designed to minimise undesirable gastrointestinal effects

Storage Below 30°C, shelf life 2 years

Packs Securitainers of 50 capsules (£1.68 trade)

Supply restrictions TSA

Issued January 1972

BENZOCAINE PHASAR lozenges

Manufacturer Pharmax Ltd, Bourne Road, Bexley, Kent, DA5 1NX

Description Plain, deep-pink lozenges each containing benzocaine 80mg in a slow-releasing base

Indications The sustained relief of oral, pharyngeal and oesophageal pain

Contraindications Known hypersensitivity to benzocaine and chemically related anaesthetics

Dosage One lozenge should be allowed to dissolve in the mouth, preferably near to the area of pain. Repeat as necessary. The dissolving lozenge base is claimed to adhere to the mucous membrane giving anaesthetic activity over 6-8 hours

Precautions May inhibit the antimicrobial activity of sulphonamides and may possibly impair the swallowing reflex and should be discontinued in the event of coughing

Side effects Mild nausea has been occasionally reported. Benzocaine may cause sensitivity reactions

Storage In dry conditions

Packs 15 (£0.20 trade) and 200 (£2.48)

Issued January 24, 1972

£1½ MILLION

says New Bristows is just what women want!

Bristows announce the **only** complete conditioner and shampoo in one for every type of hair—dry, greasy, normal and dandruff.

And they announce it with a confident £500,000 expenditure.

Television and women's magazines will be spreading the news—in a big, big way.

The campaign starts **early**—second week of February.

Television—Launch burst of no less than six 30 second spots per week.

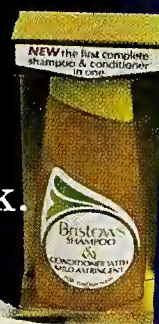
Women's Magazines—Full colour, double page spreads, backed up by single pages in all major weekly and monthly magazines.

Special Launch Bonus Prices

Sampling—Over 2¼ million sachets will be sampled.

Couponing—4p trial offer coupon to 13½ million homes.

Stock it, display it, and let £1½ million sell it for you.





New from Bristows
the first complete
conditioner and shampoo in one.

PROMOTIONS

'Spend' £100—win £100

Twenty retailers will have the chance of winning £100 each through Jeyes UK's "Boost Your Business Competition" running from now until February 29.

Stockists are invited to submit ideas on how they would improve their businesses within a budget of £100, using any method deemed appropriate. Jeyes make suggestions of local press advertising, a new shop fascia, display fittings, local couponing, perhaps a "dolly girl" promotion or £100 worth of Jeyes products. To launch the contest, 40,000 entry form leaflets which include cartoon drawings by Bill Tidy, have been produced, and are being distributed by representatives to customers ordering a minimum of 30 cases of Jeyes products.

Jonathan Barker, marketing manager, states that the competition will provide an interesting marketing exercise, giving the company the opportunity to analyse all the ideas that retailers themselves believe will boost their businesses. "We will summarise and circulate the best of the ideas for the benefit of all our customers", he added (Jeyes UK Ltd, Brunel Way, Thetford, Norfolk).

Medicine bottles by post

To show the advantages of their Certor PVC medicine bottles and Coplastic tablet bottles, Macdonald & Taylor are shortly to start sending to every retail and hospital pharmacist in the UK a Certor bottle containing a message.

This is intended to prove that strength and lack of weight can be combined effectively through survival of the journey and low postal cost (Macdonald & Taylor Ltd, PO Box 6, Portland Mill, Ashton-under-Lyne, Lancs).

Libresse price down: margin up

The February promotion for Libresse disposable sanitary towels effectively increases trade margins by 4 per cent, by the ten special flash packs and display units being supplied at standard terms less 25p, linked with the consumer purchasing at 2½p off. The promotion will be supported by advertising in 15 women's magazines, including *Woman*, *Woman's Own*, *19*, *Honey*, *Petticoat* and *Mirabelle* (Sancella Ltd, Sancella House, Harpenden, Herts).

Bigger campaign for Limmits

The 1972 Limmits advertising campaign—bigger than ever before—starts this month in an extensive range of women's weekly and monthly magazines, with over 100 colour double page spreads and colour single page insertions, during the spring and peak-selling summer months. The media schedule, comprising *Woman's Own*, *Woman's Realm*, *Woman's Weekly*, *My Weekly*, *Family Circle*, *19*, *She*, *Annabel*, *Reader's Digest*, *Slimming Magazine*, and

101 Easy Ways to Slim, will achieve over 90 per cent coverage of all women (15-54 years).

This new campaign, which centres on the phrase "the natural slimmers' meal", highlights the natural ingredients and variety of the Limmits product range (eight different sorts of chocolate, 14 sweet, and four savoury biscuits), and the ease and simplicity of the Limmits meal replacements plan, compared with other more complicated dieting methods (Unicliffe Ltd, Unimart House, Stonar, nr Sandwich, Kent).

Poli-Grip outer

Stafford Miller Ltd have introduced a combination outer containing six standard and six large tubes of Poli-Grip denture fixative cream, available until the end of March. According to the company, this follows increased sales of the product last year, with growth being apparent particularly in the large pack size (Stafford Miller Ltd, 166 Great North Road, Hatfield, Herts).



Inecto demonstrations

Inecto are extending their programme of hair colouring demonstrations and talks to women's clubs to run throughout 1972.

A full-scale demonstration, including models and an on-stage hair application of tint, will be given to a large audience in Wolverhampton in May. In addition, about three demonstrations a week will be given in various parts of the country to smaller groups of women.

In all cases names of stockists of Inecto products in the areas are given to prospective users (Inecto House, 32 Dover Street, London W1X 3RA).

Backing for new Bristow's

Beecham's new Bristow's shampoo-and-conditioner-in-one is being backed by £500,000 of advertising and promotion this year. Included are television commercials, breaking early next month, full colour double and single pages in 12 teenage and women's magazines, bonus prices, a 4p coupon drop to 13½ million homes and trial sampling of over 2½ million sachets, carried out door-to-door and through inserts in magazines to coincide with

beauty supplements on hair care (Beecham Products (UK), Beecham House, Great West Road, Brentford, Middlesex).

To aid photographic sales

Two folders have been issued by Photax. One deals with the colourstar, focus-spot and junior enlargers and enlarger accessories. The other, "Photax optical accessories" lists filters, lens hoods, close-up lenses and special-effect attachments (Photax (London) Ltd, Hampden Park, Eastbourne, Sussex).

Free soap with R&G Cologne

Roger & Gallet will be organising several big promotions during 1972, the first of which is to be a special offer running from now until March.

Retailers will be able to give free, to every customer who buys one 4-oz bottle of Two Shield Cologne, one standard tablet of Roger & Gallet's toilet soap in the JMF fragrance, presented in an attractive travel pack.

Cost of the Cologne to the consumer will be £1.15 and the value of the free gift £0.35. The offer is available in a small counter unit containing six Colognes and six free soaps (Roger & Gallet Ltd, 17 Lettice Street, London SW6).

Consumer offers

☐ Poly cream rinse for hair is being introduced with 3p off until the end of February (Lambert Chemical Co Ltd, Chestnut Avenue, Eastleigh, Hants).

☐ Kolynos Zodiac Personality Guide, free with Kolynos Super White large. Stocks available for a limited period (International Chemical Co Ltd, 11 Chenies Street, London WC1E 7ET).

☐ During March, Elizabeth Arden will offer a "buy one—try one" for Ardena cleansing cream plus Sensitive skin cream (£1.50), Ardena skin tonic plus cleansing cream (£1.86), Ardena Velva cream plus skin tonic (£1.50) (Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except G, E

Askit powders: Sc, G

Beecham powders: All except E

Beecham powders + hot leman: All except E

Buttercup syrup: Lc, Y, NE

Cabdrivers cough linctus: Y

Famel adult cough syrup: All areas

Farleys rusks: Ln, M, Lc, Y, WW, So, A, We

Harmony hairspray: All except E

Man size Scotties: All except E

Menthacol: All except U, E

Phensic: All except E, CI

Protein 21 shampoo: All areas

Tegrin medicated shampoo: All except E

Venos cough mixtures: All except E

Tightening-up shop security

The shoplifting rate in the Bristol central shopping area has been drastically reduced following the organisation of an anti-shoplifting project by the city police and the Bristol Chamber of Commerce. A supermarket involved in the scheme reported a 50 per cent reduction in "stock loss" or "shrinkage", while other smaller shops selected for the experiment reported no thefts for its duration.

At a recent symposium to discuss the results (*C&D*, January 15, p56), which was attended by representatives of organisations from all over the country, including Home Office staff, speakers talked of shoplifting as being the largest single crime in the Western world. Experts estimated that between £150m and £300m was lost annually in Great Britain due to "shrinkage".

The symposium was opened by Mr D. Price-Allen, FPS, who is chairman of the retail committee of the Bristol Chamber of Commerce. Mr Price-Allen referred to the rate at which the problem had grown in past years and said that retailers had been forced to accept such losses, because of the disruptions involved in apprehending the shoplifter.

Welcoming the symposium participants, he spoke of the success of the new move in Bristol.

Chief Inspector K. Cole, divisional CID, Bristol, in introducing the project, said that before the experiment the city had had an average shoplifting rate; it was mostly small items from small shops that were taken. There was some evidence that with the introduction of shop alarm systems, which did have a deterrent effect, experienced thieves had turned their attention to pilferage. The overall shoplifting rate in the area had dropped by 15 per cent during the three months of the campaign. Publicity was given to it, he said, but the public were not informed which shops would be involved, nor for how long.

Sergeant D. Farmer, crime prevention department, Bristol, said that the first move was to give talks to the staff of local shops.

"Apart from some noticeable exceptions a general lack of awareness and even interest in the subject was revealed at first," he said. The shoplifter thrived on inefficiency, so the aim should be the provision of adequate staff of sufficient quality and training. An atmosphere of alertness in which the thief would not dare to operate was essential.

A national security firm specialising in anti-shoplifting devices, Maclanne Security Associates Ltd, were approached and agreed to install equipment free of charge at selected shops. Devices used ranged from a comprehensive installation of

closed circuit television and other electronic equipment in a multiple store, to just two dummy cameras in a small boutique.

Shopowners involved stressed the deterrent effects of the equipment and stated that it had to be seen to be of any use. Several speakers at the symposium also suggested that prominent warning notices were essential.

Representatives of the shops involved reported on the results. The owner of the small boutique where two dummy cameras were used said that from September 1-November 30, 1971, no thefts were detected. During the same period in 1970 losses were running at about two per cent of turnover. He estimated that the cameras and two warning notices saved him at least £100, although customers were beginning to suspect that the equipment was all dummy and he thought it would only be effective for a limited period.

In the small supermarket, where losses were cut by half, two large convex mirrors were employed—the return was estimated to be a saving of from £15-£17 a week. Goods were often found misplaced, suggesting that potential shoplifters had had second thoughts.

The manager suggested that the mirrors should be used "like driving mirrors by the staff" although this was not always found to be feasible.

Mr D. Price-Allen, FPS, Chief Superintendent T. Walker, Commandant Home Office Crime Prevention Centre, Mr G. Twist, Chief Constable of Bristol, and Mr D. Maclanne, chairman of the security firm, discuss an anti-theft briefcase at the symposium



A jewellery and fancy goods store made good use of a circular, lockable display stand, which was designed so that the customer could view the items on display from all sides. The shop also linked valuable items with a small alarmed co-axial cable.

It was decided to install as comprehensive a system of security as possible in the Broadmead branch of Boots Ltd. Television with both fixed and moving cameras, conspicuous monitors, a continually manned central monitoring system, convex mirrors, security chains and co-axial cables were employed. In view of the size of the store the difficulty of getting accurate figures was recognised, but the company was criticised for having gone back on an agreement to supply figures for publication. However, the security director, Mr J. H. Wilson, did state that the shrinkage figure was reduced by about a third over the equivalent period in 1970.

A letter written to the symposium by Mr R. J. Adley, a local Member of Parliament, described the different approaches adopted by companies to this problem. Some thought of it in an enlightened way, as a social disease, others thought that it had to be eliminated at all costs. He pointed out that there was a Home Office working party at present studying internal shop security.

A police officer stressed the advantages of establishing an efficient line of communication with someone outside the shop, particularly for the owner of a small shop when confronted with a possibly violent shoplifter or rowdy teenagers.

As a result of the Bristol experiment the security equipment firm has now developed a mobile three mirror system for surveillance and also a security counter top with a built-in "magnetic force beam".



It may be a bit difficult to select

A person will have to decide whether he fancies himself in frames that are square. Or round.

Whether the new Polaroid blue lenses suit him best. Or the magenta. Or the tan or neutral grey.

Would she prefer to appear mysterious in a dark lens? Or reveal her long, luxuriant eyelashes through a light one?

Ah, the difficulty of choosing one pair, what with all the new frame styles and lens colours we've added this year!

Of course, whatever style he ends up with, a person knows he's made the right choice if they're Polaroid sunglasses.

Because they can eliminate up to 99% of reflected glare.

COMMENT

Prescription for disaster?—Hardly

After Boots Co Ltd made their offer last week for Glaxo Group Ltd and Glaxo board agreed to go along with it, an interviewee on the radio described the proposal as a "prescription for disaster". Why that should be so we are at a loss to understand. The shareholders should be happy; Glaxo employees evidently welcome the link with Boots more than with Beecham (p 108); Boots get a much expanded market overseas and Glaxo possibly an expanded UK market.

How could the tie-up affect the independent retail pharmacist? Here disquiet has been expressed on a number of points and one or other company has given an answer. Among the queries raised were: would Glaxo goods be available to all retail pharmacies?—the answer was "Yes". Would Vestric continue to serve the independent retailer as before?—Yes. But what cannot be answered at this stage is what the effects of rationalisation of depots (which are bound to come from any merger of this magnitude) will have on the service to the independent retailer.

Fear that Vestric might "put the squeeze" on credit terms allowed to retailers was discounted by a Boots' spokesman.

Boots' reticence

Boots have always been cautious at giving information about themselves beyond what is statutorily necessary. They have pointed out that a Boots-Glaxo group would be responsible for 9½ per cent of the sales channelled through NHS whereas a Beecham-Glaxo combine would account for 13-14 per cent. Another figure published, this time by Glaxo, showed that Boots take one-fifth of Glaxo's UK production.

Boots' bid may be looked at by the Monopolies Commission. The Minister for Trade and Industry was under strong pressure from both sides of the House on Monday to do this.

From a cold national or international point of view, a tie-up between Glaxo and Beecham would seem to make more sense than one with Boots. The two are manufacturers with very extensive selling organisations abroad. Beecham are strong in the United States while Glaxo have scarcely scratched the surface there. On the other hand Glaxo are dominant in Europe and certain Commonwealth countries. All of which should, on paper at least, lead to the formation of a powerful group with annual sales of over £350m and put it into about tenth place in world pharmaceutical companies. There would be scope for economies both in production and selling.

From the human point of view the Boots-Glaxo "merger" is to be preferred and it is not surprising that Glaxo employees have come out in favour of this link rather than that with Beecham. There is certainly far less overlapping there than with Beecham and therefore less likelihood of wholesale redundancies. Beecham said they saw no reason "for any significant redundancy or factory closure". Unfortunately it often only requires a period of diminishing profits nowadays for the accountants to rush

out looking for what can be pruned or, more often, axed altogether.

Independent pharmacy will meanwhile have to content itself with watching from the sidelines the developments that could be vital to it, but over which it has no control.

Pressure for justice

The NPU have lost no time in further strengthening their efforts to achieve a degree of justice for retail pharmacy when value added tax is introduced.

Their letter to the Chancellor of the Exchequer (*C&D* January 9, page 46) made absolutely clear the problems that are being aggravated by the Government's delay in releasing details of the tax. And now, their appeal to all members to press their individual MPs to seek some action on the crucial question of stocks on which purchase tax has been paid and which are held at the time of VAT introduction (page 90) serves to underline the vital point that whether or not pharmacy—and retailing in general—will get even rough justice is essentially a parliamentary and ministerial decision and not a matter that *must* be pre-judged in the corridors of the Customs and Excise.

On this particular issue, *C&D* has already stated (*Comment*, July 24, 1971, page 111): "The cause is not altogether lost. Fortunately the final decision will be a ministerial one, not that of the Customs and Excise, and while it would be foolish to underestimate the weight that their advice will carry, there remains considerable point in retail interests seeking to maintain pressure for a degree of justice."

"Of that the trade associations are, we know, very conscious, and, although the most optimistic rating of chances we have received is 'a little better than fifty-fifty' there is no question of either the NPU or any of the other trade bodies capitulating at this stage."

That our certainty of the NPU's resolve to press the interests of their members was well-founded is brought out, particularly, by two points in the draft letter that members are asked to send to their MPs:

First, in the phrase: "May I urge you to convince Treasury Ministers" Ultimately, the decision lies in Westminster rather than Whitehall.

And, second (and here, surely, is the nub of the matter) is the phrasing of the draft letter's third paragraph: "If the Government, by default, fails to insist that Whitehall finds a way of paying me back the money [lost if rebate is not allowed], the only course of action I have is to slow down my stock intake during the months before the changeover date. My other retailer colleagues feel the same and the resulting distortion of trade buying patterns would have alarming consequences for industry, and on employment levels and the national economy".

Blackmail? It could be called such, but if the proper functioning of the retail sector is a major factor in the health of the national economy—and we have no doubt that it is—then, surely it is entitled to consideration commensurate with its importance.

The NPU's initiative deserves the full support of all its members.

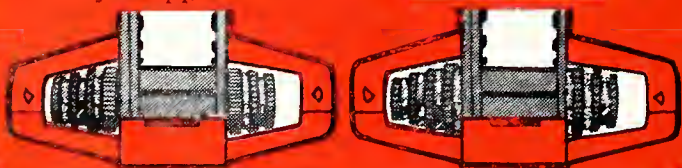
Price



Labels are marked clearly and positively. They carry your own name at no extra cost and cannot be fraudulently re-applied.

YOUR NAME

17 36½p



Both NOR models have dial-set wheels that are very simple but positive to set. They are clearly marked and click naturally into correct register.

ONLY £15.50
for the complete tool
PLUS 10,000
LABELS FREE

*This special offer applies to all orders received
before 28th February 1972*

marking

the facts that affect your figures

The efficiency of your price marking can have a crucial effect on the profitability of your operation. Surveys have shown that illegibility of prices can be as high as 7% when they are marked by hand. This means guessing by your staff. Guessing by your customers. It means confusion all round. And that kills your profits!

There is a wide range of marking implements on the market, and they can cost a lot of money - especially if you use several different types.

Surely it is sensible to rationalise your price marking - and rationalise it economically.

A new marking system from NORPRINT

The new NOR marking system lets you do this. It can be used everywhere in your store giving consistently legible marking on every type of product.

Each label can carry your own name - at no extra cost - and the labels are fraudproof - they cannot be re-applied to more expensive goods.

Different adhesive strengths are available to

suit any product from glass to frozen foods.

Currently there are two types of marking tool available.

The NOR 5 which prints five characters in bold type, and the NOR 7 which prints seven characters in medium type. The NOR 7 gives you the added facility of simple, inbuilt stock control code if you need it.

Both tools are made from tough, break-resistant thermoplastic, are positive and easy to set and are loaded with 1,500 labels.

Each tool costs only £15.50, and with all orders received before 28th February 1972, we will start you off with a free stock of 10,000 labels.

Find out how a NOR system can help build the profitability of your store. Post the coupon now for full information. Send an *unstamped* envelope addressed to:- Norprint Ltd., FREEPOST, Dovercourt, Essex, CO12 1BR

NOR
MARKING SYSTEM

Send an *unstamped* envelope addressed to:-
NORPRINT LTD. FREEPOST, Dovercourt,
Essex, CO12 1BR

I am interested in a demonstration of the NOR Marking System. Please contact me to arrange a convenient time.

Name _____

Company _____

Address _____

Telephone _____

Type of business _____

CD22/1/72

This coupon is worth... ...watching!

"This coupon is worth 10p off your next purchase."

Yes, but is it worth 10p to you? Or only to your customer, or to the grocer or chemist down the road? In short, is it 10p profit given away in return for a worthless scrap of paper?

These are questions many chemists need to ask of themselves, judging from the first ten months' operation of the National Pharmaceutical Union's Coupex coupon exchange scheme. A large notice board in the sorting room bears silent witness to those who have been "taken in" already—and the pitfalls that still await everyone in retail business.

Take the coupon which says in big, bold letters: "This coupon is worth 10p off your next purchase of Pond's Spray 'n Stay". Easy to accept at point of sale—but whom does it concern? The small print shows clearly that it is addressed only to the manager of Boots the Chemists Ltd. Exactly the same condition applies to a 5p coupon for Pond's Dreamflower talc, while Gerber baby foods issue vouchers redeemable only at named chains—"your local Tesco supermarket" for example. Again, different colour printings for the name of the intended recipient are not always guaranteed to catch the assistant's eye when she makes the sale.

There is evidence that this type of coupon will be redeemed by some manufacturers when accepted by other retailers, but only if they are returned direct and not through a clearing house. Any received by Coupex are therefore being returned to the member concerned.

Then there is the question: When is a coupon not a coupon? Answer, when it's a pack "flash". The "beware" notice board shows that "2p off"-type promotional flashes on packs may be painstakingly cut out by the customer and handed in against the next purchase. And with so many different coupon promotions, who can blame the assistant who falls for it?

Take one of the Style home perm offers. The pack shows a green "stamp" with "2/6 off your next purchase" in big letters. It also says "details inside"—but still it has been taken in lieu of money by some chemists, as the Coupex "rogues gallery" proves.

Next there is the problem coupon that the customer has to redeem direct with

the manufacturer—getting either vouchers or money in return. These, too, turn up at Mallinson House.

But the major pitfall is the date-expired coupon. Already Coupex experience has shown that it is a particular problem for chemists, who take far longer than grocers to accumulate enough coupons to make them worth exchanging. But customers hoard coupons too—the "gallery" has examples going back to 1962, yet returned by members in 1971!

This is proving a real problem, because it already seems that many NPU members take about six months to collect a worthwhile number of coupons for submission, and sometimes only three months from expiry is allowed for retailer redemption. Apparently, 95 per cent of grocers' returns can be made within the time limit. Strong representations to the manufacturers brought a concession that some "expired" coupons would be accepted up until the end of 1971—but this year they will have to be redeemed by the retailer on time.

A few other examples that can catch the unwary: Cadbury's Snack wrappers said "This voucher will give you 6d off your next Kodak film"—and they were valid coupons. But how many chemists would be able to collect enough coupons from this grocery line to make them worth

redeeming within the allotted time? Obviously the type of coupon for which Coupex is tailor-made.

Then there was an Ilford Super Color-print processing voucher for 3s. But, again, it was redeemable only for processing sent direct to Ilford by the customer.

And, believe it or not, even advertisements showing how much is currently being knocked off the recommended price of a product, have been accepted as vouchers. One, for Knights Castile, actually gave different "cuts" on different sizes—there is no clue to which the customer chose when she redeemed the coupon!

Some coupons are valid—but should not be submitted to Coupex. An example is the Savlon coupon which is to be exchanged for stock by the manufacturer's representatives.

The Coupex scheme

The NPU's Coupex scheme began with the appointment of its supervisor, Mrs Fielder in March 1971 and it has recently completed its third mailing to members. Already, about half the membership has made use of its service—the main attraction being that the member gets his money almost by return of post and without having to sort the coupons at all. Certainly he loses his handling fee from the manufacturer, and is charged 15 per cent of the value of the coupons by Coupex, but unless the chemist has a large number to go to one supplier, the savings in time and the prompt payment far outweigh the modest cost.

The most recent mailing produced over 1,200 packets and with this sort of response it will be necessary to spread the load by carrying out regional mailings in future. The actual job of checking and sorting is done by some of the "clearing house ladies" who are otherwise employed for only part of each month when NPU members' accounts are being processed. All the chemist has to do is stamp each coupon with his business address, put them into the envelope with the claim card (no need even to total the value)—and await his cheque.

The average parcel of coupons currently

Look at the small print—this one's only worth 10p to Boots

this coupon is worth

10p OFF

your next purchase of

spray n stay

hair spray

Off either Firm Hold or Normal Hold - 6oz. or 10oz.
To the Manager, Boots The Chemists Ltd., please allow the bearer of this coupon 10p off the purchase price of Ponds SPRAY 'N STAY Hairspray.
This coupon will be redeemed for its full value through your Head Office by Chesebrough-Pond's Ltd.

VALID UNTIL DECEMBER 31st, 1972

VERY CURLY

FASHION

Style

SALON TESTED PERM

SAVINGS PACK
2/6 12½p
2/6 OFF
YOUR NEXT PURCHASE
EXCITING MONEY
MAKING SCHEME
DETAILS INSIDE

BY *Richard Hudnut*

Gerber BABY FOODS^{G-T.S.P.}

This voucher entitles you to
TENPENCE

off your next purchase of Gerber
Baby Foods made only
at your local
TESCO SUPERMARKET

To the Manager: This voucher will be redeemed (at face value plus agreed handling allowance) provided it has been exchanged only for GERBER BABY FOODS.

G-T.S.P.



Valid in the United Kingdom only

being received is valued at around £3 to £4.50—and contains some 50 different types. But Coupex cheques have been made out for sums well in excess of £100, usually where small pharmacy groups are involved. Many more are for £30-£40.

When the Coupex scheme was being planned, an average coupon value of 2½p was envisaged, with about 1 million coupons being processed in the first year. The number is likely to fall just short of target—but the value is much higher than anyone had foreseen, the average being at least 5p with some coupons of 30p and more. As this value increases, and as the operation becomes smoother, it is possible that the "service" charge could be lowered.

The greatest numbers of coupons received are for baby foods, hair preparations and deodorants; often they are high in value, being exchanged for a free pack of the product. A number of coupons for "non-traditional" pharmaceutical merchandise turn up—but Coupex officials drew the line when a member submitted coupons to be redeemed against tyres!

Future of coupon promotions

Coupons are a menace to the retailer especially if he doesn't get enough to make redemption worthwhile. Indeed, many chemists have regarded coupons as a direct loss, necessary in the cause of good customer relations. Coupex, of course, is the answer to this problem.

But not only the one-man business has trouble—as recent publicity in *The Grocer* has highlighted. It started when the publicity manager for Sainsbury's stated in a

Top: Accepted as a coupon—but the details were "inside"

Above: The light green type used for "Tesco" could easily be missed

letter that: "All suppliers . . . have always been aware that coupons are redeemable at their face value at checkouts, irrespective of the goods purchased".

The admission stirred up a considerable controversy and *The Grocer* said it could have a long-term adverse effect against the use of coupons in grocery promotion. "The message to the public is that the housewife can save all the coupons coming through her door and use them directly as currency at Sainsbury stores". Other companies have "frowned" upon the practice, but they admit that little can be done to prevent it.

Behind the controversy was the "contractual" relationship between the manufacturer issuing the coupon, and the retailer redeeming it. Although some coupons rely on little more than a moral obligation on the part of the retailer, others are more explicit. For example, the Style coupon mentioned above says: "The use of this coupon to gain a saving on any other item would be a breach by your Fashion Style stockist of the terms of the offer."

If grocery, the main return point for coupons, were to adopt the "cash" policy universally, this type of promotion would be much less attractive to manufacturers.

But until this change occurs, most retail pharmacists will feel they have to accept coupons as part of their service.

LETTERS

Ginger wine

With all the experience of a casual locum, I can assure Xrayser (January 15, p.62), and future historians of pharmacy, that in this far-flung and rural area of darkest Kent, Ginger Wine Essence (for, whatever the law may say, that is what is invariably asked for) is still made to order, and to varying recipes, by young pharmacists of the present generation. And, when necessary, by their elderly locums. Not, however, for 2p per 100ml.

H. V. Roberts
Tenterden

Nitrimidazine

In making comments "on the substance known as nitrimidazine" Mr C. R. Day (*C&D*, January 15 p 78) would appear to be unaware of, or has chosen to ignore, other published data referring to the cure rates which have been established with nitrimidazine. He cites only one small study in which 57 patients were treated.

For example, Cohen (*Brit J vener Dis* 1971 47: 177) found that a course of 12 tablets, one twice a day, produced a 98.4 per cent cure rate. Jelinek in a paper read at the VIIIth International Congress of Chemotherapeutics (Prague 1971) comments on a 93.3 per cent cure rate with the standard twice daily dosage of nitrimidazine. Moffett *et al* (*Brit J vener Dis* 1971) 47:173) confirms that 93.4 per cent of patients who completed the follow-up procedure, were cured of infection. These authors state that, "Nitrimidazine can be given in a shorter, more simplified course and . . . offers a valuable means of systemic treatment for trichomoniasis."

The significance of the urinary levels achieved with Nulogyl (nitrimidazine) cannot be ignored. Studies have shown that in 45 per cent of infected women the trichomonads are present in the terminal urethra. It is therefore clinically important to ensure that trichomonocidal activity is present in both blood and urine.

Although Mr Day describes the reasons for patients failing to respond to metronidazole, there is no mention of the fact that recent evidence suggests there may be up to 15 per cent failure rate with the product in spite of varying the dosage and the length of treatment. Whatever the reason, we believe that the figures clearly demonstrate the need for alternative therapy such as Nulogyl which has a documented cure rate of over 94 per cent in UK studies involving 243 patients.

J. Clough

Bristol Laboratories, Slough

'NP' poser solved?

With reference to the "poser" on page 78, January 15, the obvious, though missing, "NP" is Sustac—the only known tablet labelled as 2.6mgm.

A. Birch
Yeovil

How the Glaxo 'triangle' stands

When Parliament reassembled after the Christmas recess on Monday, Mr John Davies, Secretary for Trade and Industry, was closely questioned from both sides of the House about possible references of the takeover bids for Glaxo to the Monopolies Commission.

He refused to go back on his announcement that he did not intend to refer the Beecham bid to the Commission.

Mr L. Pavitt had told Mr Davies that it would be "wholly indefensible" if one takeover bid were not referred to the Commission and another were. Mr Douglas Jay suggested that if Mr Davies did not refer the Boots proposal, then there was little point in having a Monopolies Commission.

Mr Davies would say no more than that he was "considering carefully the matter of Boots", though he conceded that the public interest was wide-ranging and that the "employment consideration is much in my mind".

Mr E. Milne sought, unsuccessfully, an emergency debate on the takeover proposals. "It represents City buccaneering at its worst, of which Mr Davies has an immense amount of knowledge. The battle that is about to take place in the City could be damaging to the economy of the country", said Mr Milne.

Documents delayed

Because of this interest Boots' shareholders may not receive the formal offer documents until after the monopolies question is settled. The documents were expected to be ready for posting early next week and it was thought that Beecham were awaiting these before deciding whether to raise their own bid of £4.18 per share to top Boots' £4.96 counter-bid.

The Boots' offer, which took the City by surprise last week (*C&D*, January 15, p 58), proposed: for every five ordinary stock units of £0.50 each of Glaxo, nine Ordinary shares of £0.25 each and £4 nominal of 5 per cent convertible unsecured loan stock 1985 of Boots, also for each Glaxo 6 per cent cumulative preference stock unit of £0.50, £0.40 cash.

In a letter sent to shareholders of Boots at the weekend the company's chairman, Mr Willoughby R. Norman, wrote: "The merger planned between Boots and Glaxo is a logical combination of two of the best known British-owned pharmaceutical companies. Product ranges, research activities and manufacturing capacities complement each other to such an extent that overlap is small, whereas the opportunities for growth are considerable and will be to the benefit of both the shareholders, staff and customers".

He explained that nearly 50 per cent of

Boots' total home manufacture was sold, either in the UK or overseas, to outlets other than its own shops.

Boots had made rapid progress in sales abroad over the last few years but these were in total relatively small compared with some other pharmaceutical companies. Glaxo had a very much bigger business overseas with operating subsidiaries in over 30 countries.

"This marketing strength will enable Boots' products to reach substantial new fields rapidly and effectively. In this connection the research and development programmes of the two companies are complementary", he concluded.

The earlier bid by Beecham had caused some fears of redundancies among Glaxo employees. On their behalf the Union of Shop, Distributive and Allied Workers

State of the parties

	Beecham £m	Boots £m	Glaxo £m
Paid-up capital	35.148	44.521	34.42
reserves	52.381	21.536	51.415
Sales 1970-71	181.80	257.387	172.98*
of which export	98.80	5.53	41.2†
Group profit after tax	19.03	14.31	13.17
% trading profit to average capital employed	28.8	22.3	22.1
Employees UK	14,336	42,815	17,784

* including £47.15m Vestric

† including subsidiaries' purchases

Chief companies controlled are: *Beecham*: Horlicks; Findlater, Mackie, Todd; F. S. Matta; Bencard; Vitamins Ltd; Vitamealo; Corona Soft Drinks; Idris. *Boots*: British Colloids; British Saccharin Sales (51%); Crookes Laboratories; Crookes-Anestan; Lenbrook Laboratories; Timothy Whites & Taylors. *Glaxo*: Allen & Hanburys; BDH; Evans Medical; Farley's Infant Food; Murphy Chemical Co; Macfarlan Smith; Vestric.

took up the matter and received a reply dated January 12 from Sir Ronald which said he could not see that there would be any significant redundancy or factory closures. Lack of information about Glaxo's present trading position precluded him from perhaps going as far as the union might wish.

A spokesman for Glaxo Group staff said afterwards it was felt that, in spite of assurances given, a Beecham take-over would be against the interests of the staff and the shareholders. The staff representatives felt, said the spokesman, that the proposed merger with the Boots organisation "offered many advantages in that the operations of the two companies were really complementary and that the interests of both staff and shareholders would be truly served by such a merger".

Because Glaxo owns Vestric, Boots' agreed bid of £346m caused uneasiness among a number of independent pharmacy owners some of whom were asking, among other things, whether supplies would be freely available to the independents afterwards. It is understood that the NPU executive will make no comment until after a meeting due to be held shortly. Boots' letter to shareholders stressed that Glaxo's products would "continue to be available through all retail pharmacies just as they are now". It also said "Vestric was created to serve the independent chemist and this it will wholeheartedly continue to do". (Comment page 103.)

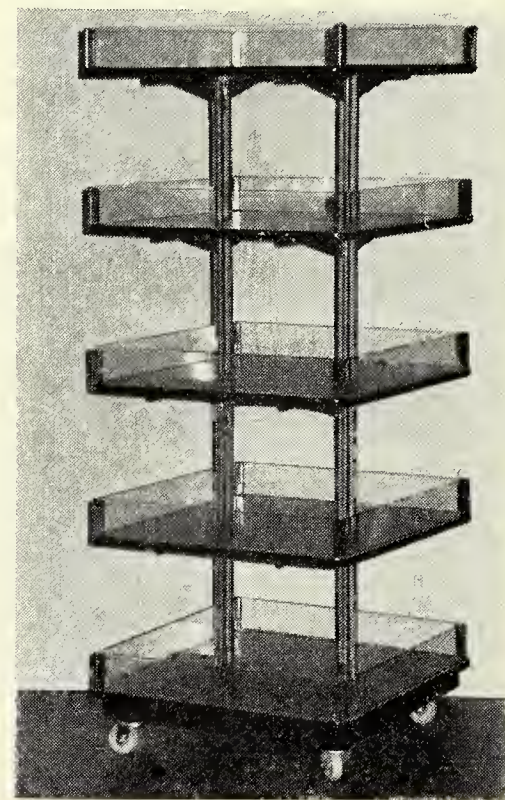
SHOPFITTING

Selflok Spacemaster

Several advantages are claimed for the Selflok Spacemaster display unit. More merchandise can be displayed and more room created for customers by using Spacemaster units, the makers say. The units are 5ft high, occupy 4sq ft of floor space, and give a minimum of 20sq ft effective shelf space. Shelves can be individually adjusted for height because of the "unique Selflock system which also allows the units to be 'see-through'".

Stock is easily accessible from any angle, so there is no need for these units to rotate. Loaded Spacemasters can be moved, facilitating easier stock rotation and easier floor washing.

Shelves are in either silverwood or afrormosia laminated finishes. There is also a choice of shelf fronts—3in glass or wire risers or lin laminated risers. The units are available from Curties & Baker (Concessionaires) Ltd, Kings Mill, Kings Mill Lane, South Nutfield, Redhill, Surrey.



Industry Act: the new rules on 'unfair dismissal'

by Ewan Mitchell

Every pharmacist employer should know the rules which, under the Industrial Relations Act, may soon force him to pay up to £4,160 to an employee, "unfairly dismissed"—and which, equally, may enable the employed pharmacist to obtain the same sum under parallel circumstances.

In general, "every employee shall have the right not to be unfairly dismissed by his employer; and accordingly . . . it shall be an unfair industrial practice for an employer to dismiss an employee unfairly".

If an employee is dismissed because he exercised his rights under the Act to join a trade union or to take part in its activities, then the protection applies at once. Otherwise no one is covered until he has been employed for at least two years.

So, once this part of the Act becomes law, the employer may wish to review the conduct of every employee, well before his first two years expire.

Here are some other exclusions:

Any employment in any business which had (at the appropriate time) less than 25 other employees. But note: It is irrelevant whether such employees were "employed at the same place or at different places";

Any employment where the employer is the husband or wife or a close relative of the employee; and

Any employment in which the employee normally works less than 21 hours weekly.

When is dismissal "Fair"?

The dismissal of an employee "shall be regarded as having been fair" (in general) if the reason for it, or, if more than one, the principal reason:

Related to capability or qualifications of the employee for performing work of the kind which he was employed by the employer to do, or

Related to the employee's conduct or

Was that the employee was redundant. According to the Act, "capability" means "capability assessed by reference to skill, aptitude, health or any other physical or mental quality". "Qualifications" means "any degree, diploma or other academic, technical or professional qualification relevant to the position which the employee held". "Conduct" is not defined—but is self-explanatory.

If, then, an employer can show that he dismissed an employee because of his conduct—or as a result of his lack of "capability" or "qualifications" (as defined)—he has taken the first step towards establishing fairness.

"In determining for the purposes of

this Act whether the dismissal of an employee was fair or unfair, it shall be for the employer to show what was the reason (or, if there was more than one, the principal reason) for the dismissal." And it shall also be for the employer to show that it was for one of the reasons set out above "or some other substantial reason of a kind such as to justify the dismissal of an employee holding the position which the employee held".

So the burden of proof lies firmly on the employer to show why the man was dismissed: justification for the dismissal; and fairness in all the circumstances, in particular having regard to the employee's status.

Further, in general, "the determination of the question whether the dismissal was fair or unfair, having regard to the reason shown by the employer, shall depend on whether in the circumstances he acted reasonably or unreasonably in treating it as a sufficient reason for dismissing the employee".

So it will not be enough to say: "I sacked my assistant . . . manager . . . cashier . . . because I was not satisfied with his conduct". To avoid having to pay compensation for unfair dismissal it will be necessary to show that it was "reasonable" to accept the employee's behaviour as warranting such drastic reaction to it.

How will "reasonableness" be assessed? The court will look at all the circumstances of the case—including the employee's responsibilities, length of service, previous record of good conduct—and, presumably, the existence or otherwise of malice on the employer's part.

Conciliation machinery

A host of "conciliation officers" will be appointed, who will attempt to "promote a settlement" of any complaint "without its being determined by an industrial tribunal". As the Act forbids any contracting out—and makes void most agreements that seek to "preclude any person from presenting a complaint to, or bringing any proceedings before, the Industrial Court or an Industrial Tribunal under this Act", it will be wise to have any settlement of such a complaint blessed and approved by a conciliation officer, or it may turn out to be unenforceable.

The Tribunal will consider all the circumstances of the case and may award compensation and/or recommend that an employee be re-engaged.

If a recommendation is made and not complied with, then the amount of com-

pensation may be affected. If the employee refuses to go back or the employer declines to have him back, this will be taken into account. If compensation is awarded, then it will be an amount which the Tribunal regards as "just and equitable" but not exceeding 104 weeks pay, or "£4,160 (that is to say, 104 × £40), whichever is the less".

So, anyone who is unfairly dismissed may receive up to two years pay, at £40 a week—and he may not have to wait two years, because his loss of other benefits (food, use of the company car, pension rights and so on) will also be taken into account.

The results

So, double care will be necessary before dismissing anyone after the first two years of employment. But note:

□ The employee "dismissed as redundant" will be entitled to his redundancy pay—and not to compensation for unfair dismissal. As half of the redundancy money will come from the Exchequer, there will often be an encouragement for employers to look for grounds for proving redundancy;

□ Because the burden of proving that dismissal for misconduct was "reasonable" in the circumstances will lie on the employer, he may find it advisable (unions apart) to sack summarily in borderline cases, supplying full and written reasons for his decision;

□ The executive of a commercial concern who dismisses unfairly too often—at a cost, perhaps, of over £4,000 a time to his employers—is himself likely to be guilty of conduct reasonably justifying fair dismissal.

Prescription cost comparison

Prescription statistics for July and August 1971, compared with those for the corresponding months a year earlier were reported to the January meeting of the Central NHS (Chemist Contractors) Committee.

They were as follows:

	July 1971	July 1970
Total number of prescriptions	21,641,064	21,625,882
Total cost	£16,765,800	£14,973,503
Average total cost per prescription	77.47p	69.25p
Average on-cost (after discounting)	4.45p	4.29p
Average fee	14.89p	12.42p
	Aug 1971	Aug 1970
Total number of prescriptions	19,176,852	18,946,655
Total cost	£15,109,687	£13,286,973
Average total cost per prescription	78.79p	70.13p
Average on-cost (after discounting)	4.67p	4.49p
Average fee	14.89p	12.44p

How pharmaceutical companies fared during 1971

by M. Duffy

Annual reports of drug industry companies issued during the course of 1971 can be divided into three main groups: first, those announcing turnover and profits both higher: second, those returning turnover and profits both lower: third, those with turnover higher but profits lower.

The table below shows how the group returning both turnover and profits higher were in the majority.

Higher turnover and profits

Name	Turnover £000s	Net profit before tax £000s	Financial year to
Ashe Chemical Co			Dec
	2,661.6	498.6	1970
	2,165.9	462.4	1969
	2,090.5	478	1968
	1,928	391.6	1967
	not disclosed	320.6	1966
Barclay Securities			1970
	17,638	1,146	1970
	8,159	351.2	1969
	2,627	64.5	1968
Beecham Group			Mar
	181,800	32,916	1971
	161,000	28,563	1970
	133,850	24,599	1969
	115,470	19,900	1968
	86,460	17,123	1967
Boots Co			1971
	257,387	24,953	1971
	223,883	20,189	1970
	212,170	19,260	1969
	161,645	17,138	1968
	150,887	15,000	1967
Gala Cosmetic Group			Dec
	8,102	518.2	1970
	6,800	100.5	1969
	5,615	301.3	1968
	5,115	473.7	1967
	not disclosed	372.8	1966
LRC International			Mar
	46,979	4,087	1971
	34,840	3,010	1970
	25,637	2,904	1969
	19,774	2,765	1968
	15,220	2,558	1967
Macarthy's Pharmaceuticals			Apr
	23,856	695.8	1971
	21,930	401	1970
	19,664	150.3	1969
	20,174	181.5	1968
	9,363	235	1967
Reckitt & Colman			Dec
	173,600	16,851	1970
	156,800	16,152	1969
	142,700	17,691	1968
	120,100	13,174	1967
	113,400	11,895	1966
Sangers			Feb
	27,352	893.4	1971
	23,300	827	1970
	20,545	657.3	1969
	18,230	556.4	1968
	16,683	372	1967

Name	Turnover £000s	Net Profit before tax £000s	Financial Year to
Smith & Nephew			Dec
	56,140	7,023	1970
	42,471	6,303	1969
	38,089	5,594	1968
	32,779	3,766	1967
	31,700	3,536	1966
Weston Pharmaceutical			Feb
	9,230	362.7	1971
	8,621	225.9	1970
	7,299	404.6	1969

Lower turnover and profits

Name	Turnover £000s	Net profit before tax £000s	Financial year to
Laporte Industries			Mar
	45,501	3,878	1971
	46,365	5,310	1970
	42,017	5,206	1969
	36,693	4,853	1968
	33,542	4,317	1967
Sturge, John & E.			Dec
	4,656	278.4	1970
	4,568	646.1	1969
	3,950	525	1968
	3,399	453.2	1967

Higher turnover lower profits

Name	Turnover £000s	Net profit before tax £000s	Financial year to
Albright & Wilson			Dec
	128,900	1,638	1970
	120,500	1,654	1969
	111,900	5,242	1968
	105,800	5,011	1967
	96,389	5,545	1966
Cussons Group			Mar
	9,370	510.2	1971
	8,643	649.9	1970
	7,746	814.7	1969
	7,534	847.4	1968
	7,280	720.3	1967

The table also shows that in the higher turnover and profits section, Barclay Securities, Beecham Group, Boots Co, LRC International, Sangers and Smith & Nephew were noteworthy in that both turnover and profits were steadily upwards over the longer term: further, that Ashe Chemical, Gala Cosmetics, Macarthy's Pharmaceuticals, Reckitt & Colman and Weston Pharmaceutical all announced higher profits in their latest reports but that the trend thereof has not been quite so steadily upwards over the longer term.

In the lower turnover and profits section, however, the interim report of Laporte Industries announced turnover, for the financial half year closing end-September 1971, as higher.

In the same section, it might be noted

that the 25p shares of John & E. Sturge which stood around 70p end-September 1971 had risen to 105p by mid-December. The full report, for the financial year closing end-December 1971, due mid-April 1972, is consequently awaited with interest, it being conjectured that it might include advice of the current adverse profit trend being reversed.

In the higher turnover lower profits section, it will be seen that the latest profit figure for Albright & Wilson is comparatively slightly lower. This company issued an interim report, for the financial half year closing end-June 1971, in September of 1971. The report included the information that the essential work to secure increased output in Newfoundland had been completed after some delay caused by a strike of electrical contractors.

In the same higher turnover lower profits section, it will appear that the latest profit figure for Cussons Group was the lowest point in a steadily declining trend which has been evident over the longer term, despite turnover over the same period having been steadily upwards.

The last chairman's speech, however, issued mid-September 1971, advised that indications were of profits for the first half of the current financial year exceeding those for the comparable period of last year.

City circles recalled that at one time during 1971 this company's 10p shares were dealt in at 38p, this being the year's lowest. Recently, however, they were dealt in at about 52p, ie, almost the year's highest.

It was conjectured, in consequence, that this latest optimistic forecast might be vindicated with the issue of the full report, for the year closing end-March 1972, due for publication mid-September 1972.

INFORMATION FOR MANUFACTURERS

Test salon for product development

British and European hair care products made from resins supplied by National Adhesives and Resins Ltd, Braunston, can now be evaluated in the company's own beauty salon research department which has been set up in the United States.

The salon is at the British company's parent research laboratory in Plainfield, New Jersey, and supplementary testing is available at National's own laboratories at Braunston, near Rugby.

Customers' test products will be evaluated to provide information on performance and to aid in determining formulation variations, consumer acceptance, and other pertinent information which could influence product marketing.

National is a major world supplier of resins and starches for hair care and personal hygiene products, including hair sprays, wave sets, conditioners, texturisers, thickeners, cream rinses and antiperspirants and feminine sprays. Information is available from J. G. Hancock, National Adhesives and Resins Ltd, Braunston, near Rugby, Warwickshire.

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MARKET NEWS

Crude drug prices ease back

London, January 19: Prices of several crude drugs were easier during the week but buyers were still reluctant to place orders except for minimum requirements. Down were cassia *lignea*, dandelion and gentian roots, ginger, ipecacuanha, Brazilian menthol, quillaia and turmeric. Dearer were cinnamon and chillies.

There were also several movements in essential oil prices. With the availability of Bourbon geranium other sources were lower. Also lower were Chinese anise, bois de rose, clove leaf and patchouli. Brazilian peppermint was slightly easier for shipment but firmer for prompt delivery.

Pharmaceutical chemicals

Iodine: Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.
Isoprenaline sulphate: 5-kg £16.50 kg.
Magnesium carbonate: Heavy £192, light £175 per metric ton.
Magnesium hydroxide: £541.66½ metric ton.
Magnesium oxide: BP (per metric ton); light £541.66½; heavy £890.
Magnesium peroxide: (15 per cent) £21.93½ cwt.
Magnesium sulphate: BP from £42 metric ton exsiccated £75-£80 ton, ex works.
Magnesium trisilicate: £441 metric ton.
Paracetamol: 1-metric ton lots £1.17 kg; 5-ton £1.14 kg. For direct compression £1.27 and £1.24 kg respectively.
Paraffins: (minimum 1-ton lots) liquid-BP £0.552 gall; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477, Jelly-soft white BP £95 ton; yellow BP £85.

Crude drugs

Aconite: Napellus: Spot £1,050; £1,000 metric ton, cif.
Agar: (lb) Kobe No 1 £0.85 cif; European £0.73.
Aloes: (metric ton) Cape primes £230 spot; £215 cif. Curacao £800 spot; £760 cif.
Balsams: (lb) Canada: £1.85 spot; shipment £1.80 cif. Copaiba BPC £0.50; Para £0.40. Peru: £1.25 £1.20, cif. Tolu: BP £0.70.
Belladonna: Leaves £0.16 lb spot £0.15, cif. herb £0.12 spot, £0.11, cif; root £0.11 nominal spot; £0.10, cif.
Benzoin: BPC, £37 cwt; £33-£34, cif.
Buchu: Spot rounds £1.40 lb.
Camphor: BP natural powder £1.25 kg spot; £1.05, cif. Synthetic BP £0.57 kg in 500-kg lots.
Cardamoms: (Per lb cif) Alleppy greens No 1, £0.75 prime seeds £1. Ceylon No 1 £1.10.
Cascara: £345 metric ton landing; shipment £320, cif.
Cassia: Lignea, whole £630 metric ton spot.
Chamomile: Hungarian £0.45, lb.
Cherry bark: spot £0.18 lb; £0.17, cif.
Chillies: Zanzibar £575, ton spot; £495, cif. (resellers).
Cinnamon: Seychelles bark £290 ton, cif (Jan-Feb). Ceylon quills four O's £604-80, quillings £324-80.
Cloves: Madagascar £1,450 metric ton, cif.
Cochineal: Tenerife black-brilliant £6.25 kg spot; Peruvian silver grey £5.20, cif.
Cocillana: Spot £0.35 lb.

Colocynth pulp: Spot £0.30 lb.
Dandelion: Root £465 metric ton spot; £440, cif.
Ergot: Nominal.
Gentian: Root £475 per metric ton spot; £450, cif.
Ginger: (ton) Cochian £230, cif. Jamaican No. 3 £880 cif. Nigerian split £180; £160, cif; peeled £330 spot, £260, cif; Sierra Leone £400.
Gums: Acacia: Kordofan cleaned sorts £295 metric ton spot; £264, cif. Karaya: No. 2 faq £23 cwt spot. Tragacanth: No. 1 spot £270, No. 2 £230.
Honey: (ton) Australian light amber £252; medium £240. Canadian £290. Mexican £246. Chinese £190.
Hydrastis: £1.75 lb spot; £1.70, cif.
Ipecacuanha: (Per lb) Matto Grosso £2.80 spot; £2.65, cif. Costa Rican £2.40 spot; £2.30, cif.
Jalap: Mexican 15%, resin £875 metric ton, cif.
Kola nuts: West African halves £85 metric ton spot; shipment £70, cif.
Lanolin: Anhydrous BP minimum 1,000 kg £317 £415 per metric ton; cosmetic grade £430.
Lemon peel: Spot £250 metric ton; £240, cif.
Liquorice root: (metric ton) Chinese £95 now arriving; £85, cif. Russian £90. Spray-dried powder £396, delivered. Block juice £431.50.
Lobelia: American herb £785 metric ton spot; £760, cif.
Lycopodium: Indian £2.15 lb spot; £1.80, cif.
Mace: Grenada £0.35 lb, fob.
Menthol: (kg) Chinese spot £6.10; shipment £6.05, cif. Brazilian spot £5.20; Jan-Feb £4.65, cif; new crop March-April £4.45.
Mercury: Spot £212 per flask of 78 lb.
Nutmeg: (Per lb, cif). Grenada: 80's £570; sound unassorted £430, defectives £372, all cif.
Nux vomica: Spot nominal; shipment £100 metric ton, cif.
Pepper: (ton) Sarawak black £352.50, cif; white £560 spot; £505, cif.
Pimento: £890 ton, cif.
Podophyllum: Nominal.
Quillaia: £295 metric ton spot; £2.65, cif.
Rhubarb: From £0.30 to £1.50 lb.
Saffron: Mancha superior £82-kg.
Sarsaparilla: Spot and cif nominal.
Seeds: (ton) Anise: China star £175, spot; shipment £125, cif. Caraway: Dutch ex wharf £390. Celery: Indian £400 spot, £290 cif. Corlander: Moroccan £78, cif. Cumin: Indian £235, cif. Dill: Indian £140. Fennel: Indian £120, cif. Chinese £115, cif. Fenugreek: Moroccan for shipment £62.50, cif. Mustard: £60-£120 spot.
Senega: Canadian £1.65 lb spot; £1.60, cif.; Japanese £1.15 duty paid.
Senna: (lb) Tinnevely No. 3 faq leaves £0.06½; pods, hand-picked £0.11½; manufacturing £0.08½; Alexandria h/p £0.57-£0.65 ex wharf; manufacturing cleared.
Squill: White spot £260 metric ton; £250, cif.
Styrax: £1.12½ lb spot; £1.10, cif.
Tonquin beans: Para £0.37 lb spot; £0.32, cif.
Turmeric: Madras finger £160 ton; £140, cif.
Valerian: (metric ton) Continental £290; £280, cif; Indian £250 spot; £240, cif.
Waxes: (ton) Bees' Dar-es-Salaam nominal; Australian £660, cif. Candelilla: £570 spot; £540 cif. Carnauba: fatty-grey £395, £360, cif prime yellow £725 spot; £680, cif.
Witch hazel leaves: Spot £0.30 lb; £0.27 cif.

Essential oils

Anise: Chinese £1.40 kg spot; £1.30 cif.
Bois de rose: Brazilian £1.72½ kg spot; £1.62½, cif.
Citronella: Ceylon £0.90 kg spot; £0.84, cif; Chinese £1.05 in bond; £0.95, cif.
Clove: Madagascar leaf £1.16 kg in bond; £1.09, cif. English distilled bud £17.60.
Geranium: (kg) Bourbon £18 kg; Congo £14, cif; Egyptian £16, cif.
Patchouli: Spot £3.86-£4 kg.
Peppermint: (Per kg) Arvensis Chinese £2.20 spot; £2.10, cif; Brazilian £2.10 spot; Jan-Feb £1.78, cif; March-April £1.65. American piperata from £3.85.
Sandalwood: Mysore spot £13.50. East Indian for shipment £13.40 kg, cif.

COMING EVENTS

Monday, January 24

Medway Branch, Pharmaceutical Society, Postgraduate Medical Centre, Gillingham, at 8pm. Chief Inspector Horton on "The drug problem."

Tuesday, January 25

Fife Branch, Pharmaceutical Society, Ollerton Hotel, Kirkcaldy, at 7.30pm. CIBA film evening.

North Staffordshire Branch, Pharmaceutical Society, North Staffs Medical Institute, Stoke-on-Trent. Mr B. J. Thomas on "Drug dependence and the pharmacist."

Tees-side Branch, Pharmaceutical Society, Hotel York, Redcar, at 7.30pm. Informal dinner.

West Middlesex Branch, Pharmaceutical Society, King Edward Memorial Hospital, Ealing, at 8pm. Dr J. Everall on "The skin."

Yorkshire Branch, Guild of Public Pharmacists, Bradford Royal Infirmary, at 7 pm. Mr J. Ramsden on "Utilisation of technical and ancillary staff in hospital pharmacy."

Wednesday, January 26

Birmingham Branch, Pharmaceutical Society, New Masonic Temple, Edgbaston, at 8pm. New Year supper dance.

Thursday, January 27

Bedfordshire Branch, Pharmaceutical Society, Red Lion Hotel, Luton, at 8pm. Det Constable Beck on "The drug problem in Bedfordshire."

Bradford and Halifax Branch, National Pharmaceutical Union, Midland Hotel, Bradford, at 8pm. Mr K. R. Rutter (chairman, NPU) on "Value added tax."

Bristol Branch, Pharmaceutical Society, Dyrham Lodge, Clifton Park, Bristol, at 7.30pm. Talk on value added tax.

Dundee and SE Scottish Branch, Pharmaceutical Society, Department of Social and Occupational Medicine, Dudhope Terrace, Dundee, at 7pm. Group visit.

Leicester and Leicestershire Branch Pharmaceutical Society, Grand Hotel, Leicester, at 7.30pm. Annual dinner and dance.

South East Region, Pharmaceutical Society, Medical Centre, Kent and Canterbury Hospital, Canterbury, at 8pm. Miss M. J. Witt (Senior registrar, St Bartholomew's Hospital) on "Drugs and infertility."

Southampton Branch, Pharmaceutical Society, Polygon Hotel, Southampton, at 8pm. Annual dinner and dance.

West Hertfordshire Branch, Pharmaceutical Society, St Michael's Manor Hotel, St Alban's, at 7.30pm. Dinner, followed by talk from Mr R. Blyth (Editor, *Pharmaceutical Journal*).

Friday, January 28

Croydon Branch, Pharmaceutical Society, Greyhound Hotel, Croydon, at 8pm. Mr I. McDonald (director, Nielsen Market Research) on "Market research and its application to modern pharmacy."

Saturday, January 29

Welsh Region, Pharmaceutical Society, Angel Hotel, Cardiff, at 7.30pm. Regional dinner.

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The newsworthy for pharmacy

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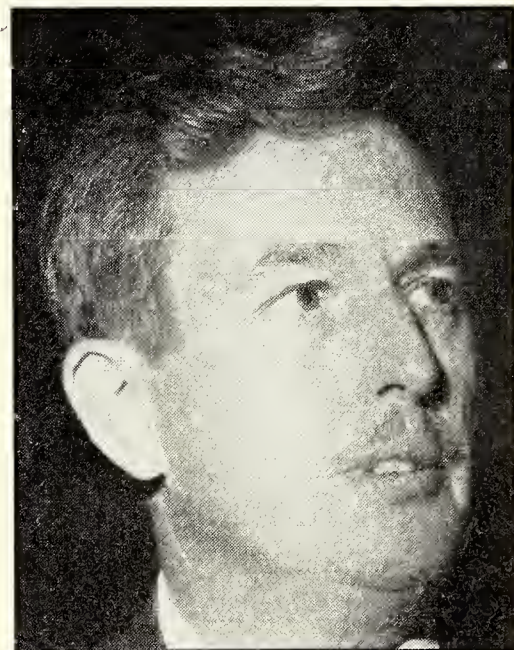
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Contents ©

Member Audit Bureau
of Circulations**A Benn Group Journal**

Professor A. H. Beckett again reminds politicians that the cost of safer drugs is higher prices (see p 134)

It really worked.



We dropped the price and went on television in Lancashire. The theme of our advertising—'it really works'—really worked. Sales shot up alarmingly!

So much so that many chemists found they were completely sold out. They had understocked.

Now Reban goes national on television from February 1st, with press backing concentrated on the teenage girl market.

Please stock up now. We have complete confidence that Reban will really work for you!

Golden Limited, London W1.

Dr Hartley to lead hospital salary panel

Dr F. Hartley, Dean of the School Pharmacy, University of London, has been appointed chairman of a panel which is to consider the grading of chief pharmacists in teaching hospitals. The panel has been set up by Ministers of Health on the advice of a committee of the Pharmaceutical Whitley Council.

The names of the members of the panel are expected to be announced shortly. The terms of reference are:

To examine applications made on behalf of those chief pharmacists at teaching hospitals whose employing authorities consider that the workload, special responsibilities and other circumstances justify higher salary recognition, in the light of recommendations in the Noel Hall Report.

In making their assessment the panel shall have regard to:

□ Any special work involving knowledge of pharmaceutical science and technology arising from the existence in the hospital of teaching departments and units not normally found in other hospitals.

□ The general level of pharmaceutical responsibility in teaching hospitals as compared with hospitals or units of similar size where there are no teaching departments.

□ The contribution made by the chief pharmacist to the science and practice of pharmacy, both in relation to the work of the pharmaceutical service for which he is responsible and, in general.

□ The degree of development and specialisation of the pharmaceutical services in the teaching hospital or area for which he is responsible.

Query on 'whisky' promotion

Sir Keith Joseph, Secretary of State for Social Services, was asked by Mr L. Pavitt whether the distribution of a syringe containing Scotch whisky by Tillots Laboratories as part of a sales promotion to pharmacists was acceptable under the terms of the Voluntary Price Regulation Scheme for NHS pharmaceutical services.

Sir Keith replied that he was inquiring whether the promotion conformed to the industry's code of practice.

Urgent script publicity is 'adequate'

Present arrangements to publicise chemists' arrangements for dispensing on Sundays and Bank Holidays are "adequate", Mr Michael Alison, Under Secretary for Social Services, told the Commons last week.

The call for improved publicity came from Mr N. Kinnock and Mr Arthur Lewis, but Mr Alison outlined the present regulations and said that general practitioners normally knew of the pharmacists in their areas who are willing, when available, to dispense at any time a prescription marked "urgent". Executive Councils had been advised to supply lists of such pharmacists to the police.

Criticism made of BNF section

The section on emergency treatment of poisoning in the 1971 British National Formulary contains "much that is misleading" according to Dr Henry Matthew, director of the Regional Poisoning Treatment Centre at Edinburgh Royal Infirmary.

In a letter to the *British Medical Journal*, Dr Matthew criticises many of the recommendations, specially some in the "general measures" section.

He points to such topics as: emptying the stomach; shock and circulatory failure and transport to, and treatment in, hospital, and evaluates the recommendations made in the light of his own experience.

Dr Matthew concludes by referring to some of the BNF's advice as "confusing, inaccurate and even dangerous."

"The damage is done," he writes, "and will continue until one hopes it is corrected by the next edition."



Informal moments at the CMI jubilee dinner (see story on this page): Above, left to right, Mr G. T. M. David, Mrs A. Aldington, Mr H. Steinman and Mr W. M. Darling. Below, Mr J. Wright, Mrs Wright, Mrs K. R. Rutter and Mr Rutter



CMI reaches its golden jubilee

In spite of the continued closures of pharmacies during the past 10 years, the turnover of the Chemists' Mutual Insurance Co Ltd has continued to expand and reserves are now £750,000 said Mr K. Rutter, chairman NPU, at the CMI Golden Jubilee dinner held in London on January 25.

The CMI, he went on, had continued to carry out its founders' aim of understanding the special problems of pharmacists, giving prompt and generous settlements and charging low premiums.

Mr Rutter told representatives of pharmacy and insurance that in pharmacies the incidence of "break in" with the theft of drugs had increased only marginally and pharmacy could be proud of the care it took of its drugs in spite of the increased drug problem.

He praised the members of the CMI staff who had contributed to the growth of the company, mentioning Mr W. T. Clark, Mrs Shackleton and Mr Gandar.

Mr Rutter was replying to the toast of the company proposed by Mr J. S. Arnold, of Pycraft & Arnold, insurance assessors, who had been connected with the CMI from the beginning. He said the specialist mutual office still had a place in the world of insurance

today and the special relationship between the CMI and its members augured well.

Mr J. Wright, proposing the toast of the guests welcomed many from the insurance world who had assisted the CMI and its members throughout the years, the president of the Pharmaceutical Society (Mr W. M. Darling) and its registrar (Mr D. Lewis) and the president of the Ulster Chemists' Association (Mr Creswell). He, too, praised the staff for their keenness and enthusiasm.

VAT timetable unchanged

The Government are "quite confident" they can adhere to their VAT timetable, Mr Patrick Jenkin, Financial Secretary to the Treasury told the Commons on Tuesday.

He told Mr Dick Douglas that representations over double taxation on retailers' stocks were "being considered". The Chancellor hoped to refer to the matter in the Budget.

Mr Joel Barnett asked that consideration should be given to delaying the introduction of the tax, in view of the "enormous number" of representations received. Mr M. Macmillan, Chief Secretary, said that over 500 trade associations had expressed views; papers on practical aspects of VAT had been circulated and the response was likely to be "very considerable".

Chemists' share of toiletries sales

An estimated £52 million was spent on cosmetics and toiletries in Great Britain during November and December 1971, of which 28 per cent was channelled through Boots Ltd and 21 per cent "other chemists".

These two categories were followed by door to door sales with 17 per cent, according to the Toiletries and Cosmetics Purchasing Index, the overall outlay per capita being an average of £1.80.

The research data, gathered from a panel of 6,000 consumers between the ages of 13 and 64, also revealed that approximately a quarter of total annual sales took place during that period, with the highest expenditure of the five major product groupings being on bath requisites (£13 million) and perfumes and deodorants (£12 million), together representing almost half total sales.

On a breakdown of the average expenditure per buyer, it emerged that £1.03 was spent on perfumes and deodorants, £0.84 on cosmetics, £0.79 on bath requisites, £0.73 on shaving products and £0.56 on hair preparations.

The Toiletries and Cosmetics Purchasing Index was established last year by Audits of Great Britain Ltd, in conjunction with the Toilet Preparations Federation, to provide continuous research figures to be analysed bi-monthly. The founder members were Chesebrough-Ponds Ltd, Gala Cosmetics Ltd and Yardley Ltd.

Some of the findings are summarised in the tables below.

Distribution pattern

	%
Grocers	6
Boots	28
Other chemists	21
Woolworths	5
Departmental stores	10
Door to door	17
All other outlets	13

Percentage obtained door to door

	%
Bath requisites	23
Perfumes and deodorants	23
Cosmetics	18
Hair preparations	3
Shaving products	14

Expenditure by product

	£m	%
Bath requisites	13	25
Perfumes & deodorants	12.5	24
Cosmetics	11.5	22
Hair preparations	8	16
Shaving products	6.5	12

Franco-British Congress

This year's Franco-British Congress is being held on the Isle of Man, May 5-9, and will have as its discussion topic "The evolution of pharmacy from sorcery to ethical medicines".

There will be no formal activities on the Saturday afternoon, although optional excursions will be available to the Tynwald and the Manx Museum. The main excursion on the Sunday will cover much of the island, special features being the giant Laxey Water Wheel, the Snaefell mountain railway and Castle Rushen.

The Congress will be received by the Mayor of Douglas on Friday evening, and on Saturday, a traditional Manx evening will be held.

Fee for the weekend Congress, including accommodation, transport on the island,

all meals commencing Friday evening, a Congress cocktail party and wines with the evening meals, is £33. The fee does not include travel costs to and from the island or the optional excursion on the Saturday. For delegates not sharing a twin bedded room there is a supplementary charge of £2. Delegates will be able to take advantage of preferential air fares to be arranged by the Commission's travel agents.

Further information and application forms from: The Secretary, Franco-British Pharmaceutical Commission, 17 Bloomsbury Square.

Oxytetracycline equivalence

Mr Laurie Pavitt asked the Secretary of State for Social Services, in the Commons last week why the National Health Service had not saved approximately 60 per cent of its costs in supplying Terramycin by substituting one or other of the oxytetracyclines now produced by British drug companies.

Sir Keith Joseph replied: "Because they are not necessarily exact therapeutic equivalents and because it is a fundamental principle of the Health Service that a doctor is free to prescribe any drug he considers necessary for his patient".

Australian chemists cut 'open sellers'

A decision "to phase out all open-selling products" was made by more than 300 pharmacists in Victoria, Australia, recently.

Prominent pharmacists had already cleared all "open-sellers" from their pharmacies, prior to the decision, made at a crowded Pharmacy Guild of Australia meeting.

They reported that it was an exceptionally successful move. Customers who asked for an open-selling brand were informed that it was "a grocery line" and were persuaded to buy a "chemist only" equivalent.

Those customers then returned to buy the same products again and turnover had subsequently risen.

The meeting endorsed a plan for the systematic elimination of all open-sellers from stock in pharmacies and called on the Victoria branch committee of the Guild to recommend that members should reject all future launches of such products and that the elimination of the products should be made general Guild policy.

The decision was reported in the *Australasian Journal of Pharmacy* which also recorded that manufacturers affected had reacted angrily to the move and that they "threatened to expose the matter sensationally in the Press."

Royal portrait to go to America

A new portrait of Her Majesty Queen Elizabeth II, which was commissioned by the Wellcome Foundation Ltd, was unveiled this week by Lord Franks, chairman of the Wellcome Trustees and a former British ambassador to Washington. It will be on view to the public for two weeks at the Mall Galleries, London.

The picture by an American artist, Mr Joseph Wallace King, will be presented to the State of North Carolina in April to mark the opening of the new Wellcome Research Laboratories in Research Triangle Park, near Raleigh North Carolina.

The portrait was painted from sittings at Buckingham Palace during November 1971. Mr King has exhibited work in Paris, Rome, London and New York.



A portrait of Her Majesty the Queen, commissioned by the Wellcome Foundation, which is destined for America (see story this page). Her Majesty is wearing a gold brocade dress and Queen Victoria's jubilee diamond necklace. Dover Castle is depicted in the distance



Mr G. E. Tunncliffe of British Cod Liver Oils (Hull & Grimsby) Ltd, with Mrs Tunncliffe, receives a silver salver from Miss K. Colley of the company's sales section in recognition of more than 15 years' service as president of the Seven Seas sports and social club

Commons attack on LRC policy

"The community and the family planning services were being and are continuing to be exploited by a sinister monopoly, LRC International Ltd", it was said in the Commons last week.

Mr Leo Abse, speaking on the second reading of the National Health Service (Family Planning) Amendment Bill, called for a reference of the company to the Monopolies Commission.

Mr Abse said that before proceeding to encourage more exotic and more controversial methods of birth control—the Bill concerns vasectomy—the House should ensure that traditional methods were made available more inexpensively than at present. In Britain 125 million condoms were used each year, and "the price that the public pays for these articles, in the light of their actual cost of manufacture, is quite absurd."

Mr Abse also said that the company had moved in to gain a "strangle hold" over retail distribution through vending machines. LRC, he said, is now "taking control of 90 per cent of retail distribution too."

An LRC spokesman, questioned by C&D this week expressed concern at "inaccuracies" in Mr Abse's statement. The company did not control 90 per cent of retail distribution for protectives—through vending machines or any other outlet. In fact, he said, vending machines accounted for

only 7 per cent of all protective sales.

Chemists are understood to be by far the largest single outlet for these products—and LRC say that sales through "progressive" chemists have increased since the lifting of the Pharmaceutical Society's display ban. The company's record of "price stability on protectives is well known to chemists and customers".

Hexachlorophane labelling

Manufacturers of hexachlorophane preparations have agreed to include, in usage instructions, a "prominent warning" about the need for overall rinsing when such products are applied to the whole body surface—such as the bathing of infants.

That information was given in the Commons on Tuesday by Sir Keith Joseph, Secretary for Social Services. Commenting on American animal experiments which provide "circumstantial evidence of toxicity in man (C&D January 8, p31), he said that although whole-body application was best avoided, there were occasions when the advantage of agent's potent germicidal properties outweighed the potential risk, provided the skin was thoroughly rinsed after use.

He added there was insufficient evidence to say whether any risk was associated with the use of talcs containing hexachlorophane. The committee on Safety of Medicines was "urgently considering" hexachlorophane and other medical antiseptic preparations.

Boots reflect on Beecham offer

Boots Co were on Wednesday taking their time over a reply to Monday's increased Beecham bid for the Glaxo Group which now tops Boots' own offer.

The terms of the increased Beecham bid are: for every 20 ordinary stock units of £0.50 each of Glaxo, 29 Ordinary Beecham shares of £0.25 plus £20 nominal of 5 per cent convertible unsecured loan stock 1991/96 of Beecham. The offer of £0.40 in cash for each preference stock unit is unchanged, but is now conditional on the ordinary stock offer becoming unconditional.

Beecham stress to Glaxo stockholders that their choice is now between them and Boots—there is little chance of Glaxo remaining independent now the board has recommended acceptance of a lower offer. Making their own case, Beecham say that since Britain represents less than 4 per cent of the world pharmaceutical market, the future growth of British companies depends largely on their prowess overseas.

"A merger between Boots and Glaxo, being largely insular in nature and combining a preponderantly domestic retail business with a pharmaceutical manufacturer and wholesaler would be unduly dependent on the home market. It would do very little to alter Glaxo's position as a relatively small member of the international pharmaceutical industry.

"The Beecham/Glaxo merger would create a British pharmaceutical group of considerable international stature, better able to compete and grow".

Beecham predict that after the merger there would be a short period of "consolidation" but thereafter the combined rate of growth would be in excess of that of the separate companies.

In his letter to stockholders opposing the first Beecham bid, which went out last weekend, Sir Alan Wilson saw no grounds for believing that "enforced union" of research and development activities would bring increased chances of innovation.

Beecham's pharmaceutical operations, which account for about half of the Group's total profits, are heavily dependent on Penbritin, he says—in the UK it accounted for over 70 per cent of Beecham's pharmaceutical sales to chemists in 1971. Patents protecting it ex-

COMPANY NEWS

pire in 1974 and 1975, and if there were price reductions world-wide, this would have drastic effects on Beecham's profits.

Sir Alan also casts doubts on the patent position for a new compound, Amoxycillin, Glaxo having been advised that opposition by an American firm to the grant of a UK patent "can be expected to succeed".

Reference is also made to the United States Department of Justice civil complaint against Beecham, Beecham Inc, its US subsidiary, and Bristol-Myers alleging a violation of American anti-trust laws in connection with the Group's semi-synthetic penicillin business in the United States.

Glaxo's American attorneys have reported that there are at least 42 additional actions pending. "In two of the cases alone the complainants state that the group which they purport to represent (in each instance United States drug retailers) is believed to have suffered damages amounting to a total of \$350 million—£134 million (or \$1,050 million—£404 million—after the trebling required by US law) and the same two complainants also claim punitive damages which one complaint specifies as \$1,000 million—£385 million—and the other as \$700 million—£269 million".

"It would appear that the consequences even of a partial success by the plaintiffs could have such a serious effect on Beecham's business that we would feel bound, even if this were the only ground, to advise you to reject any offer of Beecham shares", says Sir Alan.

In reply, Beecham have said they have already made adequate provision against any likely contingency in their accounts, to the satisfaction of the company's auditors.

Difficult year for Wellcome Foundation

World-wide sales of The Wellcome Foundation Ltd. increased by 12.6 per cent to £96.5 million during the financial year ended August 31, 1971 and exports from the UK increased by 15 per cent to £14.5m.

However, group profit before tax was £9.063m—only a marginal improvement on the previous year's figure of £8.769m, according to the company's annual report.

"The year has been a difficult one," says chairman Mr A. A. Gray. "Due to the significant and rapid inflation which has occurred throughout the world, costs everywhere have escalated sharply. The impact of this bears particularly harshly on companies such as ours who are strongly research-based and in consequence have high overheads."

About 70 per cent of group sales relate to medical and consumer products for human use and it is here that the greatest rate of sales increase has been achieved. Attention recently devoted to the European Region "is beginning to be rewarding," with sales increased by 28 per cent with a commensurate rate of increase in profitability.

Sales in the veterinary and agricultural sector advanced by 6 per cent to about £28 million, but trading profit was lower. However, three new products launched last year are expected to help improve the sector's profitability.

Calmic Ltd have been particularly successful in the field of hygienic services, sales revenue having mounted by 25 per cent.

Planned expansion of research in the United States accounted for the major part of the increase in group expenditure on research and development from £5.8m to £7.5m. Almevax German measles vaccine, the first vaccine made in human diploid cells to be used in Britain, is said to have been an outstanding success and there is a considerable interest in several other countries.

Dividends and payments to the sole shareholders, the Wellcome Trustees, amounted to £2.1m, the same as for the previous year. Under the will of Sir Henry Wellcome who died in 1936, the trustees must apply all profits received from



On her retirement after 33 years with the company, Miss G. R. Lucas, a founder director of Castlecrafts Ltd being presented with a television set from the staff by Mr John Carslaw, managing director. Miss Lucas also received a cheque from Jackel & Co Ltd "to allow her to pursue her hobby of collecting antiques".

the Foundation to the support of medical and veterinary research.

"I believe that the prospects for improving our profit performance this year and in future years are good," the chairman concludes.

Eli Lilly president retires

Eli Lilly and Co, Indianapolis, has announced the retirement of Mr Burton E. Beck as president of its corporation as from January 31.

He is succeeded by Richard D. Wood, former president of Eli Lilly international corporation.

Mr Eugene N. Beesley will continue as chairman of the board and chief executive officer.

Mr Wood, 45, assumes the presidency of the worldwide manufacture of medicinal products, specialised agricultural chemicals, animal health products, cosmetics and plastics and paper packages.

Mr Beck has chosen early retirement after 32 years with the corporation.

Expansion at H. E. Daniel

Work has started on extensions to factories and offices of H. E. Daniel Ltd, Royal Tunbridge Wells.

The present factory was built in 1957 and there has been already considerable addition to production and laboratory

facilities. The extensions now planned, which complement the new laboratory block built in 1967, will more than double the production capacity of raw materials and compound perfumes and flavours.

The storage, filling, packing and despatch departments are being redesigned to enable them to handle efficiently the greatly increased flow of orders.

It is expected that the work will be completed by April 1973.

Business briefly

The pharmacy of J. Charles, 38 Queen Street, Burslem, Stoke-on-Trent, is being taken over by E. J. Payne (Chemist) Ltd, from February 1.

Sutures Ltd, who recently took over the manufacture and marketing of Weddel surgical sutures and ligatures, hope to move into their new factory at Dyffryn Industrial Estate, Pool Road, Newtown, Mont at the end of January.

The Vintage Pharmacy Ltd (directors N. A. Herdman, FPS, E. M. Herdman, N. J. Herdman BSc and K. A. M. Herdman MA) has purchased the pharmacy and wines, spirits and ales off-licence (formerly owned by Mr D. D. Horsburgh MPS) at 17 Bond Street, Hingham, Norfolk. The company is trading as Nicholas Herdman. The property, formerly a malthouse and granary, has housed a pharmacy since 1840. Mr and Mrs N. A. Herdman will live on the premises.

Appointments

DDD Co Ltd: Mr F. R. Sterling has been appointed sales manager. He was previously field sales manager.

Barclay Securities Ltd have appointed Mr J. J. Arnold a director.

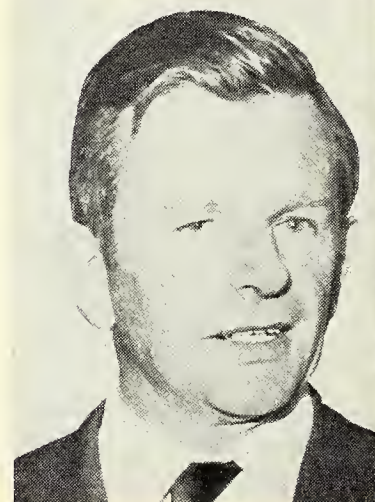
Shirley Aldred & Co Ltd: Mr R. V. Venters has joined the board. He is sales director of Wimborne Chemicals Ltd, a wholly-owned subsidiary of the Shirley Aldred group.

Dr Elsa L. Gonzalez Ph D has joined Concept Pharmaceuticals Ltd, Rickmansworth as consultant in applied biochemical research. Dr Gonzalez, who is Argentinian, held a number of research fellowships and teaching appointments in the USA and Britain.

Wigglesworth Ltd: Mr R. G. A. New has been appointed sales director. He was previously sales manager, Racasan Ltd. The company says the appointment heralds extensive rationalisation of the company's product ranges, and development of major new lines.

Imperial Chemical Industries Ltd: Mr J. D. Rose, research and development director since 1966, is to retire on March 31 after more than 36 years' service. Dr A. Spinks, an ICI director since 1970, and a former deputy chairman of the pharmaceuticals division, will succeed him.

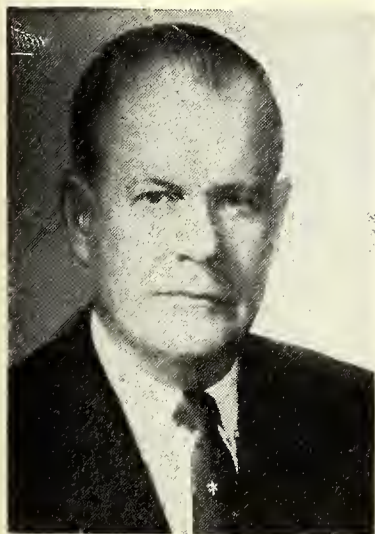
Arthur H. Cox & Co Ltd: Mr Nicholas Cox, MInstM, currently the company's marketing director, has been appointed deputy chairman following the retirement of Mr H. Roy Cox. Mr Nicholas Cox will continue to control and formulate the marketing policies of the company, combined with his duties as deputy chairman.



PEOPLE

Mr David R. Foster, president and chief executive of the Colgate-Palmolive group, arrived in London recently to celebrate the 50th anniversary of Colgate-Palmolive Ltd the British subsidiary of the American group.

Mr Foster spent the majority of his childhood and early working life in the UK, joining Colgate-Palmolive Ltd in the United Kingdom after war service. He was appointed chairman and managing director in 1957, continuing until 1961 when he was appointed vice-president in charge of the company's European division.



Mr David Foster

Mr Ewart Kennerley, a pharmacist in business at Saltney, near Chester until his retirement 18 months ago, has completed 50 years as a registered pharmacist.

Son of a Chester builder, Mr Kennerley was apprenticed to the late Mr J. P. Craine, of Upper Northgate Street, Chester, in 1915, qualified in 1922 and opened up his business in Saltney, which he ran for 48 years.

Deaths

Chamberlain: On January 21, Mr Laurence John Chamberlain, MPS, Yew Lodge, Westbourne. *Mr J. C. Bloomfield writes:* My friendship with Laurence Chamberlain extended over a period of 35 years. He epitomised all that was best in professional pharmacy. He was modest and unassuming in manner, and during his career occupied practically all offices in local pharmaceutical

organisations. Until his recent illness he was secretary of the local pharmaceutical committee and a member of the Portsmouth Executive Council, both of which he filled with distinction. His knowledge of pharmaceutical antiques was extensive, and he possessed a unique collection of English delft built up over many years. For some years he was a member of the Society's History of Pharmacy Committee. He was dogged with ill health over the past year which he carried with great courage and quiet philosophy. To have known him was a privilege, and by his passing pharmacy has lost a loyal supporter, and many of us a true and trusted friend. On behalf of all the pharmacists of Portsmouth, and his wider circle of pharmaceutical friends, I extend to his wife Katharine our sincere and heartfelt sympathies in her great loss.

McFarland: On January 14, Mr Harry McFarland MPSNI, Barnston, North Road, Carrickfergus, co Antrim. Mr McFarland qualified in 1931 and soon afterwards took a position in England. He returned to Northern Ireland in 1946 and purchased a pharmacy at 22 West Street, Carrickfergus, where he was in business until the time of his death. He leaves a widow, son and three daughters.

Oakes: On January 18 Mr C. Gordon Oakes, 28 Offington Drive, Worthing, aged 81. Gordon Oakes was one of the joint managing directors of The Wellcome Foundation Ltd (Burroughs Wellcome & Co) when he retired in October 1955 after 35 years with the company. He qualified as a chemist and druggist in 1915 following an apprenticeship in Bradford. After war service he joined Burroughs Wellcome & Co as a medical representative. Promotion came quickly, he took charge of the company's Shanghai House and later that in Australia. After a survey tour of the United States and Canada Gordon Oakes returned to London and became director of distribution. In 1944 he again went overseas to become managing director of the Australian associate company. Four years later he was recalled to London as managing director of The Wellcome Foundation Ltd. Gordon Oakes was featured in the *C&D* "Figures in the Pharmaceutical World" series (*C&D* November 5, 1955, p 525).

Topical reflections by Xrayser

Shrinkage

Euphemism, my dictionary discloses, is a mild or pleasant expression used in place of one that is offensive. Surely the perfect example is that which applies the word "shrinkage" to goods which have been taken from shops or stores without their having been paid for. In short as Mr Micawber would have said, have been stolen.

The report on p 99 on the tightening-up of shop security at first sight appears to be a severe condemnation of the standards of morality of the present day, the value of goods lost in such manner being estimated at between £150m and £300m annually in Great Britain. That represents a staggering account of profit and loss, depending upon whether you happen to be the gainer or the loser in the incomplete business transaction. But commendable as the efforts may be to reduce the vast amount of theft taking place—closed circuit television, electronic equipment, dummy cameras, large convex mirrors—it is apparent that the modern lay-out affords a direct invitation to those so inclined to help themselves.

It has been argued that the additional sales accruing from open shelving and open access more than compensate for any losses, but that would require to be proved. One of the problems, in my own experience in such establishments, is to find an assistant who will legitimise the transaction by taking the money for, say, a book which I have carried round the premises hopefully for quite some minutes. It seems to me that to display goods in such a way as to invite theft, and then go through the most elaborate scientific steps to detect it, is a peculiar way of conducting business. But I grew up under totally different circumstances when a customer was a friend and not a suspect.

Coupons

I shall never forget the shouts of relief and gratitude when we were officially told we were set free of coupons—coupons which had dogged our lives for years of war and ultimate peace. But the joy was short-lived, and we are beset at every turn by the proliferation of "offers" and coupons detailed in the article on p 106. I have not, I am afraid, examined the small print on all of the coupons, being thoroughly irritated by the massive pretence of the whole system.

It seems, from examples quoted, that a lack of diligence in scrutinising the pieces of paper produced at the counter may have resulted in my undertaking the role of public benefactor and creating quite the wrong impression. If I am financing the offer, I want the public to know.

I have just examined a tube of toothpaste which offers a free suede choker. A glance at very small print confirmed that details were inside. I looked for a leaflet and there was none. I looked at the small print again, to discover that I had overlooked "cut here", and on opening up the whole carton I found the details printed inside, together with a closing date. Search revealed that the date was also on the outside, but scarcely printed so that one who ran could read.

How many articles on the shelves bear similar offers and conditions? It requires the skill of a diplomat to explain why one packet of paper tissues mentions 1½p off, while another of the same make refers to £10,000.

Make-believe

It is a world of make-believe, and I live in hope that a rising star in the political firmament at Westminster will challenge the whole sorry business. Or even a risen one.

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NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Aqua Manda spray and shampoo

Goya have introduced two new Aqua Manda products "following many requests from our customers". These are a perfumed antiperspirant deodorant in a 8oz spray can (£0.45) and herbal shampoo in bottles (£0.35) which contains 105cc and gives up to a dozen treatments. Until now this product has been available only in 7p sachets (Goya Ltd, Badminton Court, Amersham, Bucks).

Liquid shadow-and-brush in one

A "first" is claimed by Helena Rubinstein for their Minute Shadowmatic, (£1.35) a case with shadow-and-brush in one, and available refills (£0.80).

It has a creamy texture and, say the makers, can be applied in seconds, dries quickly, is waterproof and never cakes, smudges or creases. There are six shades in the range: Cornflower, Avocado, Violetta, Azure, Earthy (smoky brown-grey) and Sunshine (lemon highlighting tone). All can be blended (Helena Rubinstein Ltd, 31 Davies Street, London W1).

Frozoflor crystal fragrances

Demuth have introduced "a totally new concept in freshness and fragrance", the Frozoflor crystal fragrances (£0.38), which come in soluble non-staining sticks and can be used on clothes as well as skin.

Available in three fragrances, Petal Dew, Summer Roses, and Muguet-de-Mai, it is suggested that they can be applied to lingerie and handkerchiefs, as well as scenting bathwater (R. Demuth Ltd, Bear Lane, Farnham, Surrey).

Banish shampoo

To combat the dandruff problem, Max Factor have introduced Banish Shampoo, (£0.50), designed to complement their long-standing product, Banish Lotion.

The shampoo is a medicated liquid that lathers instantly, is non-drying, and is said to be suitable for all types and textures of hair, including tinted and bleached. It is packed in a white plastic

bottle, decorated in black, white and green and containing 110cc (Max Factor Ltd, 16 Old Bond Street, London W1X 4BP).

Sundries

Dreamland double blankets

Dreamland are reintroducing a double model in their four heat range of electric blankets (£11.25). At the same time their sister company, Monogram Electric Ltd, have announced an overblanket in pink and blue which can be used on the bed either side uppermost (Dreamland Group Ltd, Arkwright Road, Reading).

Hospital supplies

One piece disposable forceps

Plastic disposable forceps are the first new product to be introduced by the recently formed medical aids department of ICI Ltd's pharmaceutical division.

Made from a special grade of polypropylene, Propathene, the forceps incorporate a cantilever mechanism which enables them to be moulded in one piece.

The forceps are at present being offered unsterilised in bulk packs of 250 direct to hospitals (£0.02½-0.03 depending on quantity).

In addition to introducing its own product range, the medical aids department will be taking over responsibility from April 1 for the sale and distribution of products manufactured by Mediplast AB, an ICI Swedish subsidiary company specialising in the supply of disposable medical products. (ICI Ltd, Pharmaceutical Division, Alderley Park, Macclesfield, Cheshire.)

Photographic

Light and lightning

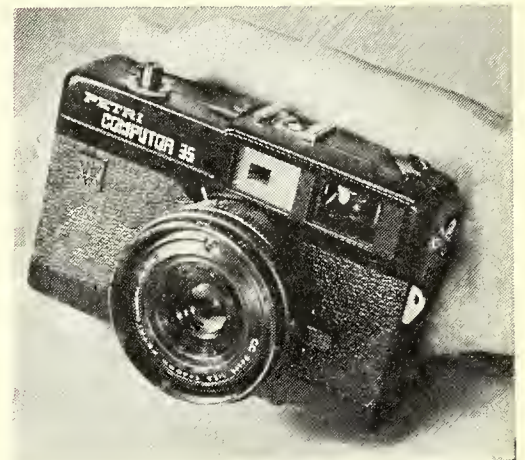
The Petri computer 35 camera has a programmed shutter that automatically sets a combination of stop and shutter speed to give the correct exposure.

The lens, a four element f2.8 with a focal length of 40mm, is coupled to a super-imposed double image rangefinder, the entire focusing range being covered by moving the focusing lever about an inch. The viewfinder has parallax correction marks for close distances.

The programmed electronic shutter has a range of speeds from 4 seconds to 1/250th, and operates via a CdS meter. The first pressure on the shutter release causes a light to appear at the top of the viewfinder frame, green if the camera can be hand held and orange if the speed is slow enough to call for the use of a tripod. If flash is to be used, the shutter is turned from the EE (fully automatic) setting and the correct stop for the distance is set by hand. The shutter speed then becomes 1/20th and the first pressure on the release causes a zig-zag "flash of lightning" to light up in the finder as a reminder.

The range of film speeds that can be set runs from 25 to 800 ASA. With 100 ASA film correct exposure will be given from EV1 to EV17.

The camera has an all-black finish; a



hinged back and a self-setting counter; a 120° single stroke lever; and both a "hot-shoe" centre contact and a standard synchronising socket.

It takes 52mm screw-in filters and a 54mm push-on hood. Measuring only 4.9 x 3 x 2.3in, it weighs about 1lb. An ever-ready case is available (£7.37) (Distributors Johnsons of Hendon Ltd, 335 Hendon Way, London NW4).

PRESCRIPTION SPECIALITIES

TRIDESILON cream

Manufacturer Dome Laboratories, division of Miles Laboratories Ltd, Stoke Court, Stoke Poges, Slough, Bucks

Description Aqueous cream containing desfluorotriamcinolone acetate 0.5 per cent, buffered to the pH range of normal skin

Indications Dermatoses known to respond to topical steroid therapy

Contraindications Tubercular and viral infections of the skin including herpes simplex

Method of use A thin film to be lightly massaged into the affected area two or three times daily, may be more frequent in refractory cases

Precautions Should be discontinued if sensitisation occurs. In infants long term continuous therapy should be avoided. Adrenal suppression can occur even without occlusion

Packs Tubes of 15g (£0.50 trade) and 30g (£0.90)

Supply restrictions TSA

Issued February 1, 1972

PROMOTIONS

Television launch for Cool

Beecham Products are giving heavy television advertising support to their recently-launched anti-perspirant deodorant, Cool, reaching at least 90 per cent of the target market. At the same time, there is a cut price offer to the consumer of 5p and 7p on the 4oz (£0.34) and 6oz (£0.43) aerosol cans respectively.

This product, designed to cater for both male and female, also comes in a square-sectioned roll-on (£0.30) with refill (£0.25). It has a light perfume, said to be acceptable to all users, and contains "an unbeatable combination" of aluminium chlorhydrate and the antibacterial Irgasan (Beecham Products (UK), Beecham House, Great West Road, Brentford, Middlesex).

National TV campaign for Reban

Following a sales increase resulting from a television campaign in the Lancashire area, L'Oreal's Reban treatment shampoo is to appear nationally from February 1. This will be backed by full-page colour advertisements in all leading teenage magazines, beginning in March (Golden Ltd, Berkeley Square House, Berkeley Square, London W1).

'Woman's Own' beauty campaign

Six issues of *Woman's Own*, from February 5 to March 11, will be the subject of a campaign under the banner "Liberate the Beautiful You", supported by Press and television advertising.

Each week will feature one specific aspect of beauty—eyes, grooming, hair, hands, slimming and skin, and will include a special supplement or booklet relevant to the theme. Some issues will carry sponsored free gifts.

Macleans toothpaste 'snowballs'

A consumer "snowball" competition, carrying £20,000-worth of cash prizes, will be launched for Macleans toothpaste at the end of February. All the specially-designed cartons, for both Freshmint and White Fluoride, will incorporate an entry form in which contestants will be asked to answer five simple questions and describe Macleans toothpaste in four words using the initial letters, S-N-O-W.

There will also be a competition for the trade, numbering among the prizes two

new white Morris Marinas, with entry forms being in the form of inserts in trade publications, totalling 200,000.

Along with merchandising material being made available to retailers, 12½ million 2p coupons, redeemable against purchases of either type of toothpaste, will be distributed door-to-door throughout the country. A heavy advertising campaign will be mounted on television and in the Press (Beecham Products (UK), Beecham House, Great West Road, Brentford, Middlesex).

Publicity for Delfen

Following the launch of Delfen contraceptive foam, Ortho Pharmaceutical now intend to strengthen their position with a heavy publicity campaign throughout this year.

In support of advertisements appearing in the *News of the World* and women's magazines, reaching an estimated 250 million readers, "an Ortho representative will be distributing point of sale material which used effectively could win a two-week holiday in Greece". In addition, there will be ten cash prizes of £10 each for the chemists displaying the Delfen window sticker (Ortho Pharmaceutical Ltd, Saunderton, High Wycombe, Bucks).



Free poster from Miles Laboratories

To boost sales of Alka-Seltzer, Miles Laboratories are offering the customer a free-colour kitchen poster showing the national dishes of England, Scotland, Ireland and Wales. The poster is supplied in exchange for leaflets, to be picked up at point of sale, plus 5p postage. Retailers writing in for the display material will receive a free set of posters (Miles Laboratories Ltd, Stoke Court, Stoke Poges, Bucks).

Album pages with colour orders

Photo Laboratories (London) Ltd, have introduced an offer for retailers to pass on to their customers—a free A4-sized album page divided into four or six pockets depending on size of print, returned with all colour films processed by the company.

Photo Laboratories have also made available photo albums at reduced prices to take the pages (Photo Laboratories (London) Ltd, Tramway Path, London Road, Mitcham, Surrey).

Bronnley at Easter

Believing that their lemon soaps have a special appeal around Easter, Bronnley are repeating this year their special "lemon parcel" offer, complete with tree to enhance window and counter displays.

The parcel consists of: one tree, one piece of green display material, three boxes (36 tablets) toilet soap, two boxes (36 tablets) bath soap, six punnets (18 tablets) toilet soap, 12 packs (one toilet soap and one travel size hand lotion), 12 pack (one toilet soap and one travel size bubble bath), six sponge soaps and three soap on a rope (H. Bronnley & Co Ltd, 10 Cornhill Street, London W1).

Seasonal theme for Seven Seas

For a five week period, the Seven Seas range of products will be advertised in the *News of the World* and *Sunday Mirror*.

In line with the two seasonal themes to be highlighted, winter colds and aches and pains, cod liver oil and capsules and orange syrup will be featured (British Cod Liver Oils (Hull and Grimsby) Ltd, Marfleet, Hull, Yorks).

Consumer Offers

□ Ayds Trimwheel reduced from £2.10 to £2.12, while the retailer's normal cash margin is fully maintained. Special packs of Ayds give the purchaser an extra 25 per cent free. Applies to all flavours (Ayds Division, Cuticura Laboratories Ltd, Clivemont Road, Cordwallis Trading Estate, Maidenhead, Berks).

□ With five Heinz toddler foods labels floral elephant nursery clock can be bought for £2.28. Available until April 29. To promote the three new varieties advertisements will appear from March in *Woman's Own*, *Woman's Realm* and *Woman's Weekly* (H. J. Heinz Co Ltd, Hayes Park, Hayes, Middlesex).

□ Max Factor are distributing 200g Lush Shave at the same recommended selling price (£0.45) as the normal 150g can, as long as stocks last (Max Factor Ltd, 16 Old Bond Street, London W1X 4BP).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = West and West; So = South; NE = North-east; Anglia; U = Ulster; We = Westward; Border; G = Grampian; E = Eireann; C = Channel Islands.

Anadin: All except G, E

Askit powders: All except Sc, G

Beecham powders + hot lemon: All except E

Buttercup syrup: All except Lc, Y, M

Cabdrivers cough linctus: All except

Famel adult cough syrup: All areas

Farleys rusks: Ln, M Lc, Y, WW, A, We

Man-size Scotties: All except E

Menthacol: All except U, E

Phensic: All except E, Cl

Protein 21 shampoo: All areas

Radox salts and liquid Radox: All except U, E

Reban treatment shampoo: All except

Tegrin medicated shampoo: All except

Venos cough mixture: All except E



HERE'S RAPID RELIEF

for all those sore throats
that come into your shop

DeWitt's

ANTISEPTIC
ANTIBIOTIC
ANÆSTHETIC

Throat Lozenges

Tubes of 15 lozenges!

FOR THROAT AND MOUTH IRRITATIONS,
SMOKER'S THROAT, TONSILITIS, PHARYNGITIS,
LARYNGITIS AND ULCERATED GUMS.

NEW IMPROVED
COUNTER DISPLAY PACK
CONTAINING 1 DOZEN
TUBES OF 15 LOZENGES

Retail Bonus Terms

Order 6 dozen, get another 3 dozen FREE
(9 dozen total)

Order 12 dozen, get another 7 dozen FREE
(19 dozen total)

Order 24 dozen, get 15 dozen FREE
(39 dozen)

PLUS PARCEL TERMS

(Minimum order, £10 mixed goods)

Each tablet contains Benzocaine BP 8mg
Cetyl pyridinium chloride BP 2mg
Tyrothricin 1.25 mg

Manufactured in England by
E. C. DeWitt & Co. Ltd., London E.10



TRADE NEWS

Maybelline add trios

Maybelline have introduced three new trios to their range of eye shadows, specially co-ordinated for the 1972 fashions and known as Wildflower (£0.36).

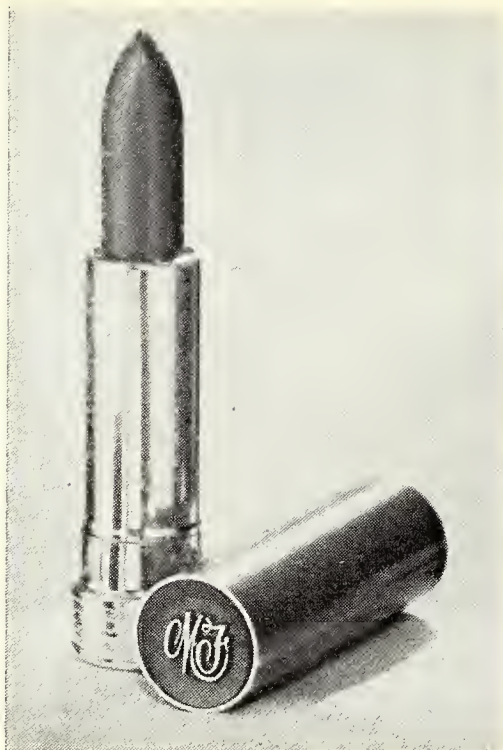
There are seven colours within the series completely new to the company's range, while the pearlised highlighter of previous Trios has been replaced by a third colour in the latest selection. The combinations are Trio 6: Hot Earth, Cornfield, Wood Bluebell; Trio 7: Wild Lavender, Wood Bluebell, Cherry Blossom; Trio 8: Grasshopper, Dark Clover, Cornfield. Manufacturers are Plough (UK) Ltd, Penarth Street, London SE15.

New look Max Factor lipsticks

Max Factor are putting their lipsticks in a new case, combining dark blue with a golden sculptured base and company monogram on the lid (£0.39). They say the days when a woman wore the same shade of lipstick for months—even years—have gone and therefore there is a need for a wide choice of colours.

The current range from Max Factor Ltd, 16 Old Bond Street, London W1X 4BP, is: Apricot Frost, Bewitching Coral, Capistrano Pink, Censored, Champagne, Coffee Caramel, Crushed Coral, Firebrand, Petal Satin, Pink Brandy, Sunset Pink, Sunset Rose, Teasing Pink, Tint of Pink, Pink Storm—Iridescent, Orange Flash—Iridescent, Transparent Burgundy, Cinnamon Frost, Peach Meringue and Strawberry Meringue.

There are also four newcomers to the A "square" bottle has been adopted for Andre Philippe's pine essence, a recent introduction



range of California nail tints, Brightest Red in the Creme series and Toasted Plumpink (dark, smoky frosted pink), Toasted Toffee (dark frosted orange) along with Melon Frost (bright pinky orange) in the Frost selection.

In addition there are four new colours of Shadow Play eye shadows, Smokey Jade (dusky olive), True Turquoise, Soft Lavender Frost and Gunmetal Frost as well as a new Shadow Creme shade, French mauve.

Dublin distributor for Brocades

Brocades (GB) Ltd, Trend House, Pyrford Road, West Byfleet, Surrey, say that as from January 1, the distribution of Brocadopa, Cyclospasmol, Disipal and Elamol in the Republic of Ireland will be handled by Riker Laboratories (3M) Ltd, Davitt Road, Dublin 12, Ireland.

Discontinued Riker packs

The following Riker packs are being discontinued when present stocks are exhausted. Ferroids 1,000 tablets, Intralgin liquid 1,000 ml, Pentoxylon 500 tablets, Theodrox 25 tablets, Ventromil 500 tablets and Ventromil liquid 1,000 ml. The products will continue to be available in the smaller pack sizes quoted in their price list. However, Theodrox and phenobarbitone, 100 tablets will no longer be available when present stocks are exhausted.

Vickers' postal code

In the Sunglasses Supplement to this issue, the postal code for J. J. Vickers & Son Ltd is given incorrectly in the advertisement on p18. The correct address is 80 Royal Hill, London SE10 8SD.

Olbas products change

G. R. Lane Health Products Ltd, Horton Road, Gloucester GL1 3QB, are now manufacturing and distributing under licence from the Po-Ho-Co SA, of Basle, Switzerland, Olbas oil and Olbas inhalent.

Olbas oil (£0.68) is being repacked in a new carton. A new introductory trial size (£0.30) is also being introduced. G. R.



Lane say that Olbas oil will be advertised in health magazines and elsewhere for the relief of catarrh, bronchial congestion, colds, influenza and sore throats. The advertising campaign will be supported by point of sale material including a new showcard and descriptive leaflets that are available on request.

Leichner: from stage to daytime

L. Leichner (London) Ltd, 436 Essex Road, London N1, are now promoting their Professional make-up for daytime use as well as its prime application in the theatre. Seven products have been selected for both purposes.

Three of the 19 colours of Form C Standard greasepaint Sticks (£0.29) are suggested—brick red No 9 for edging under eyebrows, pale ivory No 5 for disguising shadows beneath eyes and No 6 for blotting out tiny veins on cheeks and near the nose.

Form G Liner (£0.19), long slender sticks in 21 colours may be used for highlighting or lining eyes (No 22 White), as an alternative to rouge (Carmine No 2), liplining (Carmine No 3) or eye shadow (any colour). But as they are greasepaint, they need a topcoat of face powder to keep them "set".

Eau de Lys body make-up (£0.58) is a liquid powder in 19 shades that does not smudge, smear or rub off on clothes. Negro Black (£0.39) in black and brown is a solid cake make-up which can be



Larger size Fresh & Dry aerosol

Fresh & Dry with Natural Herbs antiperspirant and deodorant is now available in a 165cc aerosol can (£0.54) with the product initially carrying a 12p-off flash. Bristol-Myers Products, Stamford House, Langley, Slough SL3 6EB, have also announced the launch of a 28cc refill (£0.28) for the herbal roll-on.

New pack for Clearasil

Clearasil Medicated Wash produced by Richardson-Merrell Ltd will be introduced in a novel container produced by Blewis & Shaw (Plastics) Ltd, Kingston, Surrey. The container, which is designed to be an almost perfect fit to the hand for dispensing purposes, is made in high density polythene. The dispensing closure is produced by Polytop Plastics Ltd, Bluebridge Industrial Estate, Halstead, Essex, and is custom-designed to suit the pack image.

The pack is labelled on front and back surfaces and is attractively wrapped in an individual display outer.

MSD product identification codes

Merck Sharp & Dohme Ltd, Hertford Road, Hoddesdon, Herts, advise that the following products are now issued bearing new product identification codes. Cuprimine capsules will be coded MSD 602; Hydrocortone tablets 10mg, MSD 619; Hydrocortone tablets 20mg, MSD 625; Hydrosaluric tablets 25mg, MSD 42; Inversine tablets 10mg, MSD 120 and Perideca tablets, MSD 125.

Disprin pack still available

Due to a misunderstanding, the 50-size bottle of Disprin was shown as discontinued in the Price List supplement when other packs were changed in price.

Reckitt & Colman, pharmaceutical division, Danson Lane, Hull, point out that this pack is still available at the unchanged retail price of £0.25.

Conquerors anti-smoking tablets back

Arthur H. Cox & Co Ltd 93 Lewes Road, Brighton, BN2 3QJ, have reinstated Conquerors anti-smoking tablets to their range.

This product was withdrawn pending investigation into the stability of the lobeline content of this mixture. The inquiry, which took into account a modified method of manufacture, has been concluded satisfactorily and the company say the product can now be used with complete confidence. There is no change to the pack or price of these tablets which are available in packs of 18, foil-wrapped and cartoned (£0.37½).

Fisons pack change

Fisons Ltd, Pharmaceutical Division, Derby Road, Loughborough, Leicestershire LE11 0BB, are now offering a new 150ml pack of Aluphos gel (£0.16). The 170ml size has been withdrawn.

Now in polythene

Pack changes announced by John Wyeth & Brother Ltd, Huntercombe Lane South, Taplow, Maidenhead, Berks SL6 0PH, include the introduction of a polythene bottle for use with their 500ml range of liquid products.

Chemists should shortly receive supplies of Mucaïne 500ml and Aludrox SA 500ml packed in the new bottle and early in February, this will extend to Aludrox 500ml, Petrolagar 1 and 2 500ml and also Sulphamagna veterinary 500ml.

DDD soap repackaged

A new pack for DDD soap is now being released by the DDD Co Ltd, 94 Rickmansworth Road, Watford, Herts. A coloured wrapper in red, green and white has been adopted with "DDD" and "medicated soap" being clearly seen on the face of the pack. The company says the product is unchanged "as tests have shown that no consumer benefit could derive from any change in the formula".

A larger pack

Stafford Miller Ltd, 166 Great North Road, Hatfield, Herts, have added to their list a 500ml pack of Quellada veterinary shampoo (£2.30).

Strip packs of 20

When current stocks of the 16 packs are exhausted, Lederle are introducing a strip pack of 20 for Ledermycin 150mg tablets and capsules, Ledermycin 300mg tablets and capsules, Achromycin V capsules 250mg, Achromycin capsules 250mg and Aureomycin capsules 250mg.

Bonus offers

Bristol-Myers Products, Stamford House, Langley, Slough, Bucks SL3 6EB. Nutrament. 12 invoiced as 11.

Ayds Division Cuticura Laboratories Ltd, Clivemont Road, Cordwallis Trading Estate, Maidenhead, Berks. Ayds. 12 invoiced as 11. While stocks last.

Bristol-Myers Products, Stamford House, Langley, Slough SL3 6EB. Fresh & Dry with Natural Herbs roll-on and refill. 13 invoiced as 12 on 2 doz assorted, 14 invoiced as 12 on 4 doz, 15 invoiced as 12 on 6 doz.

E. C. De Witt & Co Ltd, Seymour Road, London E10. DeWitt's throat lozenges. Nine dozen invoiced as 6 dozen. 19 dozen invoiced as 12 dozen. 39 dozen invoiced as 24 dozen. Minimum order £10 mixed goods.

Vestric Ltd, Chapel Street, Runcorn, Cheshire. Propa PH. Six less 10 per cent; 14 invoiced as 12; 42 invoiced as 36 plus 5 per cent discount (January 31 to March 10). Ilford films. 50 assorted in packs of 10. 7½ per cent discount (January 31 to March 10).

Natura Products Ltd, 90 Belsize Lane, London NW3. With parcel of 85 items from the Pino Silvestre and Vidal ranges (value £45.96, excluding tax), six 100cc Vidal after-shave lotions free (value £5.52). Purchasers of mixed orders of Vidal and Pino Silvestre, to the value of £45 and over, excluding tax, receive the same free bonus. With parcel of 48 items from the Ca' D'Oro range (value £35.91, excluding tax), or mixed orders value £40 and over, six 50cc Ca' D'Oro eau de Cologne free (value £3.88).



smudged on with a dampened brush close to lashes.

Spot Lite Klear make-up in silver and gold (£0.87) a creamier version of the greasepaint sticks, can be used for "art-work" decorations, but should be set with Blending Powder (£0.49). As a night-time cleanser, Leichner offer their removing cream (£0.49).

Plastic bottle distributor

Stratton & Co (Plastics) Ltd, 9 Southfields, Welwyn Garden City, Herts have been appointed by Metal Box Co sole distributors of the ex-Holpak range of stock polythene and pvc bottles.

The range has been increased by the addition of some Metal Box standard containers, and covers pack sizes up to 30 fl ozs.

The Stratton distributorship will be directed at offering a first class service to the small quantity user and applies to single consignments from a carton to lots of 25,000.

Mr E. J. Hyden, until recently sales manager of Holpak Ltd, has now joined Stratton as sales director.

The latest retail census.

We'll be glad to help.

The third Census of Distribution will give much useful information about retailing.

What the census shows will be important in forward planning.

It will also help YOU when you compare your own business, in broad terms, with others of a similar size and nature.

The preliminary conclusions of the census will be published in the official journal 'Trade and Industry' towards the end of the year (the date will be announced).

There will be a copy at your library or trade association, or you can buy one from H.M. Stationery Office.

But the work of compiling the results can't start until you supply the facts. The forms are now being issued.

Please help us by returning your form just as soon as you possibly can.

Your return will be treated as highly confidential and will never leave the Business Statistics Office.

No figures will ever be published that will reveal the affairs of any individual business.

If there is anything about the census or the form that is not clear to you, don't hesitate to ask. We'll be glad to help.

Ring Newport 56111, ext. 100. Or write to: Business Statistics Office, Department of Trade and Industry, Cardiff Road, Newport, Mon. NPT 1XG.

THIRD OFFICIAL CENSUS OF DISTRIBUTION.

Retail Census 71

Getting the facts that will help us all.

COMMENT

Fifty years on

Of all the ideas that came to fruition under the "one innovation a year" policy of the NPU's first secretary, Mr G. A. Mallinson, some, no doubt, would be ranked by a present-day historian as being of less than major importance in the Union's subsequent development.

Not so the Chemists Mutual Insurance (CMI) launched in 1932. By any standards the introduction of that service must be accounted outstanding, alike for its benefits to users and for the influence it has had in giving the NPU that uniquely high percentage of actual-to-potential members among all the trade associations.

How many insurance companies could boast, like CMI, of a 140 per cent rise in premium income in the ten years to 1971? To study its premiums and out-payments during its half-century of existence would almost provide an index of events and a reflection of social trends.

There were years of flood, for example, when chemists in some localities might have been put out of business without the cash that became available under flood-insurance policies taken out with CMI.

There has been the rising rate of thefts, burglaries and wilful damage (as much as 25 per cent up in a year) that has made CMI require the installation of burglar alarms in pharmacies where stock values are high or break-ins have been repeated.

But would G.A.M. have predicted, in 1932, that the levels set for fire-risk insurance would require no revision during fifty years that included the Second World War?

Officers and policy-holders alike can congratulate themselves on a record and a range of services that have stood the test of time and are well entrenched against unforeseeable accelerations of outpayments. The reserves of CMI continue to rise. It was recently accorded membership of the British Insurance Association, and its services cover fire, burglary, flood, employers' liability, consequential loss, glass breakages, and damages to weighing-machines and electric signs directly; and life, travel, endowment, sickness, car and sports insurance by sub-contract to other insurance companies—both types at premiums less than a pharmacist (including an employed pharmacist) would have to pay elsewhere.

It provides advice that is not only expert but free on whether and when insurances need to be increased in amount, and on personal and staff pensions schemes. It

provides loan facilities for a pharmacist who wants to buy a house, and any householder insured with CMI is let off his premium payment every sixth year if there have been no claims.

We predict with confidence a second half-century of undiminished service to pharmaceutical chemists, and join in the congratulations upon the present achievement.

The price of safety

There is nothing new in Professor A. H. Beckett's sharp reminder (p 134) that the more safety standards are applied to medicines, the more they will cost. But it is a reminder that bears—and needs—repeating.

If evidence of that need is required, it is to be found this week in a Parliamentary question from Mr Laurie Pavitt (p 122), who asked why the NHS had not saved itself some 60 per cent of its costs in supplying Terramycin, by substituting a British brand.

Fortunately for the research-based sector of the pharmaceutical industry, this line of approach is not accepted by Sir Keith Joseph, Secretary for Social Services, who replied that the products were "not necessarily exact therapeutic equivalents".

Professor Beckett has at every opportunity in recent years stressed the difference between a basic drug and a medicine ready for administration to the patient. Regrettably, there are still a few sections of the industry that have failed to "get the message"—but the means of ensuring therapeutic uniformity is now at the disposal of ministers under Medicines Act legislation.

The ministers also have power to ensure that the prices paid for medicines by the NHS are fair and reasonable—and there is no doubt that they exercise that power to the full. This week the Wellcome Foundation Ltd is reporting sales up by 12.6 per cent—but profits up only "marginally". The chairman, Mr A. A. Gray attributes the lower profitability to inflation which bears "particularly harshly" on research-based firms with high overheads.

With its powers to inspect company accounts under the Voluntary Price Regulation scheme, the Government is able to assess cost increases due to stricter controls. But to act upon this information by way of allowing the drugs bill to rise, the Government needs public awareness that this is the price it must pay for the safety and efficacy it demands of its medicines.

BUSINESS Q & A

My pharmacy has always been carried on in my own name and without any companies or anything of this sort. A few years ago, however, I inherited some shares in another business with several shops from my late brother-in-law. I have never had any dividends or seen any papers about this business, but a little while

ago one of the directors suggested that I join in with them and sell my business to their company for more shares. I do not know what to do. Can you tell me how I can find out something about them?

As a shareholder you are entitled to copies of the directors' report and accounts each year, and you should have had these every year since you inherited the shares. These should tell you the financial situation of the company. If you have not had them it is suggested that you write and ask for them up-to-date. The question of what you do depends on the precise terms of the

offer made to you and an accountant can best advise in the light of the figures.

You replied to a question about a year ago on business entertaining. It seemed that the disallowance which has operated for tax purposes for some years had been upset by the courts. Have I understood this correctly?

The case to which you refer is *Fleming v. Associated Newspapers Ltd.* Unfortunately the decision of the High Court was reversed in the Court of Appeal. The matter will probably go to the House of Lords, so that it is not yet settled.

LETTERS

Vestric's future

As an independent chemist some points cross my mind after reading various articles on the proposed Boots-Glaxo takeover. I read that independent pharmacy owners were asking "Would Vestric continue to serve the independent retailer as before?" But surely the question should have been "What is the telephone number of my nearest non-Boots owned wholesaler?"! Chemists who have no alternative choice of wholesaler should offer their business to a new wholesaler. If they are not on van routes now the massive business from independents becoming available shortly will induce wholesalers to alter their routes.

An organisation such as Vestric specially created to help the independent chemist cannot be owned by the major multiple.

Macarthy's, a wholesaler, received pharmacists' support for its takeover of Savory & Moore (retailers), one article pointed out in an effort to justify Boots-Glaxo takeover. However, this was to save it from the opposition, a grocery chain. The same pharmacists will not support Glaxo going over to the opposition—the major multiple.

Boots take one-fifth of Glaxo UK production—what of the other four-fifths, presumably mostly sold to independents? I do not have to use Crystapen for routine penicillin dispensing.

Can Glaxo explain to their staff and shareholders that a great deal of their business will not be lost overnight?

Two articles tell me that Boots have always been cautious at giving information about themselves beyond what is statutorily necessary, yet presumably Boots will have access to Vestric accounts thereby having first hand knowledge of the independent's confidential business.

Speaking as an independent I am disturbed about this takeover but when and if it happens I must adjust my business accordingly.

W. E. Northwood
Tiverton, Devon

Support for Boots

With reference to the Glaxo takeover, if Beecham win it would appear inevitable that our privileged position as far as Ostermilk, Adexolin, Minadex, Complian, etc, would go in the same way as Ribena went. Straight into the supermarkets!

I think that everyone who wants a viable pharmaceutical future should support the Boots offer, as in my opinion Boots Ltd follow a pharmacy-only policy with their own many products.

This may go against the grain with some of the more mature pharmacists, but we in pharmacy must look to the future, and not to the past if we are to survive.

J. David Thomas
Pelsall, Staffs

No time for funerals

Having studied the bizarre and frequently dangerous assemblies produced by the pioneers of powered flight, I cannot dispute, on the evidence of his "compensation scheme", Mr Maddock's claim to be a pioneer in the study of the effect of health centres on general practice pharmacy (*C&D*, January 8).

Leaving aside the seemingly simple way that finance is to be raised, and for the moment, glossing over the intractable problems of equitable disbursement, I am saddened by Mr Maddock's ready acceptance of the concept of compensation. Particularly so in view of the associations which this concept has for the native land which both he and I share.

To the collier facing the premature evening of his life with dust ravaged lungs, or to the man, negligently rendered paraplegic, or blinded, it carries with it the echoes of the doctors who

"muttered as they took their fees,
there is no cure for this disease."

Surely we are not prepared to pronounce the state of the skills and dignity of general practice to be terminal. There

might just possibly be some reason for so doing if the decision had been finally made that all future medical care were to be centred on the hospital service. In fact the reverse decision has been made, and all the health professions, realising the new importance attached to community care and counselling, are seeking to bring about that which pharmacy has been providing for many years, and now only seeks to maintain.

It seems to me, therefore, an inopportune moment to declare ourselves broken on the wheel of innovation, and fit only for some dubious financial assessment of our crippled condition.

My estimation and judgment is that the only acceptable reward for the pharmacists in practice today, must finally be the knowledge that pharmacists of the future will be ready to take up the reins, proud to maintain their tradition of ability and service. I regret therefore that I can give no support, even in spirit, to schemes of financial recompense, which, however enticing they may appear, amount to nothing more than a contribution towards the funeral expenses. **R. C. Burke Jones**
Brentwood

Higher costs are the price of greater drug safety

If safety is to be ensured medicines cannot be costed like ordinary articles of commerce, Professor A. H. Beckett, head of Chelsea School of Pharmacy, maintained last week in an Office of Health Economics lecture.

Speaking at Imperial College, London, he said the normal laws of the market place could not be accepted in the case of medicines. The requirements of increasing legislation, controlling the manufacture and distribution of medicines, added to costs.

It was ridiculous for politicians just to relate the final price of medicinal products to the initial ingredient costs, he stressed.

Professor Beckett indicated various factors underlying present costs. He estimated that about 50 per cent of the research and development investment of companies went on producing new drugs and the remainder went on formulation work with established drugs.

It was not unreasonable to assume that the cost to a company of introducing a new drug on to the UK market was £3-4m and that the figure in the USA was £6-9m.

Increasingly, he said, it was realised that chemical equivalence of a drug in a medicine was not synonymous with therapeutic equivalence.

Although there were those who argued, sometimes, that examples were few such people were "not in a position to judge the size of the iceberg by its tip".

When there was a change in formulation equivalence of blood levels must be demonstrated. The Committee on Safety of Medicines must ask for this, he said.

He disagreed with the Committee's practice of asking for reports on adverse drug reactions and wondered how many side effects had been attributed to drugs, when they were the result of a manufacturer's particular formulation.

Pre-clinical biochemical studies were thus essential, said Professor Beckett, and these demanded the use of expensive analytical equipment.

Professor Beckett drew attention to the recommendations drawn up by the World Health Organisation in its "guide to good manufacturing practices". He said the recommendations were fairly obvious but, "I am afraid they have not been enforced by all sections of the industry, who have been praised for producing cheaper medicines". He hoped the Medicines Act would "tie up some of the loose ends".

The complexities of evaluating the efficacy and safety of alternative forms of medication resulted in the need for a well trained person to act as a buffer between doctors and patients. Today's pharmacist constituted that last bastion and he must be granted the appropriate salary for that work.

In the ensuing discussion a speaker said that he was aware of drugs that were not now going to be marketed as they were uneconomical propositions through increased costs. Were we going to be in a "therapeutic desert" in the next ten to 20 years? he asked. Could we go on financing the next generation of drugs with profits from established products? asked another participant.

Professor Beckett answered that higher costs were now inevitable to ensure safety. In special cases some means of establishing financial incentives to market a drug must be developed. The Government was the pharmaceutical industry's major customer and it should help financially.

PROFESSIONAL NEWS

Pharmaceutical Society
of Ireland

Council agrees to locum 'expenses'—in principle

The Council of the Pharmaceutical Society of Ireland has agreed in principle that members are entitled to regard the cost of employing a locum during absences at Council meetings as part of their expenses, in addition to the ordinary travelling and hotel expenses.

The matter arose at the January meeting in Dublin as a result of a notice of motion in the name of Mr Sean Hillery who suggested that the money necessary to pay locums should be provided by means of a £0.50 levy on each member, beginning on January 1 of next year.

He said he wanted to have established the principle that the payment of a locum was a necessary expense but he would be satisfied to limit this payment to Council meetings only, as committee meetings could be adjusted in a manner to avoid this extra expense.

The President, Mr R. J. Power, said that the principle involved was whether the Council, in addition to paying the actual travel and hotel expenses of members, envisaged the payment of locums.

Mr W. J. Butler, supporting the motion, said the role of each pharmacist on the Council was an important one. Each member of Council was providing a service for his colleagues and with entry into EEC this role would become an increasingly important one. For that reason it was necessary that membership of Council should not be denied to any pharmacist on the Register. All members should be eligible to become Council members regardless of status or the particular branch of the profession to which they belonged. It was equally important that no member should be out of pocket for any work done by him for the Council. He suggested the manner of reimbursing Council members should be investigated.

Country members

Professor R. F. Timoney took the view that Council very much needed country representation and some system should be devised to ensure that these members would be reimbursed all expenses. Not only was country representation important to the Society as a whole but it was very important to members from the provinces. If adequate expenses were not paid, members who might wish to become members of Council might be discouraged and this situation should be avoided.

Mr V. G. McElwee said that "as one of the most expensive members of Council" he was only too glad to shoulder most of the expense of attending himself. By being on the Council he considered he was helping his colleagues in Donegal. While he had sympathy with the motion he thought it should be adjourned because of the adverse position of the Society's

finances. Education of students would soon be divorced from the work of the Society and when this happened he felt the Society's finances would be adequate to meet all other problems. At present, payment of travelling expenses represented a big drain on the Society's finances and he would not favour adding to it by providing for the payment of locums. His advice would be to wait until education was divorced from the Society before embarking on this extra expense.

Mr T. M. O'Malley, agreeing with the terms of the motion, said its acceptance would make elections to Council really democratic, by ensuring that all members of the Society would be in a position to go forward.

With the advent of the new Pharmaceutical Union it was imperative that the widest possible representation should be available on the Council. Unless locum expenses were paid it was inevitable that the Council would become Dublin-orientated with, perhaps, the addition of some affluent country members.

Professional status

Pharmacy had now an opportunity of taking its rightful place among the professions. The acceptance of the Health Scheme by pharmacists had hinged on the fact that a new Union was in the process of formation and it had been made clear that pharmacists would no longer tolerate the hypocrisy, shortcomings and downright stupidity which had divided the profession in the past.

Mr Tom Guckian pointed out that it had been agreed at a recent Committee meeting that payment of locums during Council members' absence on official business would be accepted as a legitimate expense and it was suggested that, as a statutory body, the Council should refer the question of payment to the Government. The feeling was that members were providing a service for the Government in looking after the health of the people. He favoured reimbursing members who had to pay locums during their absence; the facility should be available and it would be a matter for each individual member whether he should accept it.

Mr R. J. Semple said that he was honorary treasurer of the Society when Mr Hillery first mentioned this matter at the Pharmacy Congress in Sligo. A quick mathematical exercise indicated at the time that it would cost an additional £2,000 a year to implement it. He had no doubt that all members were in favour of paying expenses but this was hardly the time to introduce the new motion. They must be realistic and he was sure that the present honorary treasurer, Dr Boles, would have no difficulty in con-

vincing any member that the Society's finances were far from healthy. While he agreed with the motion in principle he felt the time was not ripe to implement it and consequently he favoured deferring it till later.

Mr Guckian thought the State should bear the expenses where people were employed by the State.

Mr Patrick Browne favoured arriving at a decision and deferring implementation until the financial position of the Society improved. The Hospital Pharmacists' Association paid for a locum when a member was attending an Association Conference. He had approached the Health Board to pay his expenses but they declined to do so.

Mr Eric Burrell, favouring the motion, said if they were doing the work of the Government the Government should pay their expenses. He also thought no member of the Society should be prevented, through lack of finance, from going forward for the Council and elections should be seen to be a democratic process.

Financial worry

Dr W. E. Boles said he also favoured in principle the suggestion that Council members should be reimbursed their expenses but it had to be remembered that the Society's finances were in a serious position. He did not think that a levy was a practical proposition and thought the State should pay Council members' expenses—not for doing the work of Council but only in regard to attending to conduct Council business. This could be done by either increasing the present Department grant or by provision of a separate grant towards travelling expenses.

The President asked, in view of the feeling of the meeting, if Mr Hillery accepted that the Council recognise the payment in principle. If he did so, could the motion be implemented by another Council at a future date?

The Registrar, Mr J. G. Coleman, said there would be nothing to prevent a future Council adopting a resolution rescinding the motion and creating new conditions. Mr Power then asked: Unless this Council is in a position to do something about it, the next one is merely faced with acceptance in principle? Mr Coleman: Yes.

Mr Hillery stressed that he was not looking for a locum as a business man, but as a professional man. Nobody could fill in for him as a business man. He was not against a Government grant and suggested that they should first seek payment from the Government; failing that he would seek a £0.50 statutory levy on all members. But he wanted more than mere acceptance on principle—he wanted implementation and the Council had 12 months to find a way of providing the money. He sought an unequivocal decision; something that could not be changed except by another Council rescinding it.

Following a lengthy discussion, an amendment by Mr M. F. Walsh was adopted. This proposed the acceptance in principle of payment along the lines suggested but deferment of its introduction until the finances of the Society improved.

Mr Hillery withdrew his motion follow-

Continued on page 138

OPEN SHOP

by E. C. Tenner

Signs of the times

Those of you who are regular readers of correspondence columns will have realised that the election to the Council of the Pharmacological Society must be in the offing, with contributors emerging from their hibernation.

I should have thought that regular, well written, constructive letters throughout the year would have been of more value to a prospective candidate than a sudden burst, on almost any topic, in the period preceding the election. But perhaps readers have short memories, and I may well be wrong. Only the election results will enable us to be definitive on this subject. In the meantime, you may like to make your own guesses as to which correspondents are likely to be candidates—but no prizes are offered!

Disagreement

The issue of samples of "ethical" products to doctors has been in the forefront of the news following the policy statement of the Society of "no samples". The Editor has taken the Society to task, and at the risk of my journalistic life, may I redress the balance?

The purpose of samples of "ethicals" is none other than the same purpose of other commercial samples: that is, to sell the product. All the other arguments about familiarisation of the doctor with the product, etc, are irrelevant. What doctor needs to know what a capsule or a tablet looks like, especially in these days when "NP" is widely used, and will shortly be automatic? If a medical practitioner is really desperate for this information, then surely the nearest pharmacy would be eager and willing to show the product, and even MIMS carries a fair description of any tablet or capsule. The issue of starter packs or larger samples cannot be to convince the GP, by way of a trial, of the efficacy of the product. Everyone knows that true evaluation can only be carried out by properly constituted clinical trials.

If the issue of samples is to provide doctors with emergency supplies as suggested (surely tongue in cheek!) by Mr Lees, then we are expected to believe too much, namely that the industry spends millions a year on samples to save the doctors money, as those same doctors already receive payment for carrying emergency supplies. Realists in the industry, who rightly state that it is a highly competitive one, may well agree that my first argument is correct; namely that it is to sell the product.

But the goods sold by industry are not normal articles of commerce, and no normal trading gimmicks, such as samples, should influence a doctor in the choice of medication for a patient. That, I would suggest, should be the position of the British Medical Association on this matter, though they, indeed, have been strangely

silent. I should have thought that that body, held in such high esteem, would have managed to rise above the economic gain, either by use or sale of samples by their members, and joined in support of the enlightened policy of the Council of the Pharmaceutical Society.

It would certainly be wise for the industry to put its house in order now, rather than wait for legislation to force it to do so.

Believe it or not

Has anyone else seen the 20cc Gillette Scimitar hypodermic syringe filled with whisky issued to the doctors to familiarise them with Cavid-S tablets?

Antibiotics prices verdict reversed

The US Supreme Court has thrown out the conviction of three major pharmaceutical companies on charges of fixing antibiotic prices 10 years ago. The Court overturned the anti-trust verdict against American Cyanamid Co, Pfizer & Co, and Bristol-Myers Co.

In the original case, the US Government had claimed that the three companies had conspired to control tetracycline prices by patent and licensing agreements.

COMING EVENTS

Wednesday, February 2

Enfield Pharmacists' Association, Post-graduate medical centre, Chase Farm Hospital, The Ridgeway, Enfield, at 8 pm. Cheese and Wine tasting.

Sheffield Branch, Pharmacological Society, Chemistry lecture theatre, University of Sheffield, Western Bank, at 8pm. Ley Kenyon on "The British Red Sea expedition" (film lecture), admission by ticket.

South-east Region, Pharmaceutical Society, School of pharmacy, Brighton at 8pm. Miss M. J. Witt (senior registrar, St Bartholomew's Hospital) on "Drugs and infertility".

Mercyside and North Wales Branch, Pharmaceutical Society, Liverpool Polytechnic, School of Pharmacy, Byrom Street, Liverpool, at 7.45pm. Fourth lecture on safety evaluation of new drugs.

Thursday, February 3

Birmingham Branch, Pharmaceutical Society, University of Aston, at 8pm. Dr M. S. Day on "Drugs acting on the heart" (post-graduate refresher course).

Courses and conferences

"Post experience course for pharmacists in general practice". February 5, 6 and 16, 1972. University of Bradford. Application forms from: the registrar, University of Bradford, Bradford, Yorkshire BD7 1DP.

MARKET NEWS

Buyers demonstrate little activity

London January 26: "Deadly dull" was the description given to the crude drugs market. A number of aspects were featureless although some items were being shaded in price to tempt buyers. Lack of interest by American buyers was one reason put forward for the easing of ginger quotations. There were few marginal changes in essential oil prices with some Chinese material tending to become firmer.

Crude drugs

Gentian: Root £475 per metric ton spot; £450, cif.
Ginger: (ton) Cochin £225, cif. Jamaican No. 3 £850 cif. Nigerian split £180; £155, cif. peeled £330 spot, £255, cif; Sierra Leone March May £300.
Gums: **Acacia:** Kordofan cleaned sorts £295 metric ton spot; £264, cif. **Karaya:** No. 2 faq £23 cwt spot. **Tragacanth:** No. 1 spot £270, No. 2 £230.
Honey: (ton) Australian light amber £252; medium £240. Canadian £290. Mexican £246. Chinese £190.
Pepper: (ton) Sarawak black £352-50, cif; white £450 spot; £490, cif Feb-March.
Seeds: (ton) **Anise:** China star £175, spot shipment £125, cif. **Caraway:** Dutch ex wharf £390. **Celery:** Indian £400 spot, 300 cif. **Coriander:** Moroccan £78, cif. **Cumin:** Indian £235 cif. **Dill:** Indian £140. **Fennel:** Indian £120 cif. **Chinese** £115, cif. **Fenugreek:** Moroccan for shipment £62-50, cif. **Mustard:** £60-£120 spot.
Senega: Canadian £1-65 lb spot; £1-60, cif. Japanese £1-15 duty paid.
Senna: (lb) Tinnevely No. 3 faq leaves £0-06½ pods, hand-picked £0-11½; manufacturing £0-08½. Alexandria h/p £0-57-£0-65 ex wharf; manufacturing cleared.
Squill: White spot £260 metric ton; £250, cif.
Syrax: £1-12½ lb spot; £1-10, cif.
Tonquin beans: Para £0-37 lb spot; £0-32, cif.
Turmeric: Madras finger £160 ton; £140, cif.
Valerian: (metric ton) Continental £290; £280, cif. Indian £250 spot; £240, cif.

Essential oils

Almond: Drum lots £0-60 kg.
Amber: Rectified spot £0-33 kg.
Anise: Chinese £1-40 kg spot; £1-30 cif.
Bay: 5-95 spot, Feb-March £5-85.
Bergamot: £9-35-£11-55 kg as to grade.
Birch tar: Rectified £2-35 kg.
Camphor white: Spot £0-36; £0-30 kg cif.
Cananga: Java £5 kg, cif.
Caraway: Dutch £6-50 kg; English £18 kg.
Cardamom: English distilled £45 kg; India £46-50.
Cassia: Chinese 90 per cent, 85 per cent £2-05 £2-20 kg, spot.
Celery: English £27 kg; Indian £19.
Cinnamon: Ceylon leaf £1-30 spot, £1-24 cif. Seychelles leaf rectified £2-75; bark, English distilled £88. Chinese £1-10 spot; £0-95, cif.
Citronella: Ceylon £0-93 kg spot; £0-84, cif. Chinese nominal; £0-93, cif.
Clove: Madagascar leaf £1-12 kg; £1-09, cif. English distilled bud £17-60.
Lemongrass: £2-60 kg spot; £1-98, cif.
Lime: West Indian £7-70 kg spot; £7-15, cif.
Mandarin: £5 kg.
Nutmeg: East Indian £4-95 kg. English distilled from West Indian £12-75; from E Indian £13-15.
Olive: £300-£305 metric ton fob Spain; spot £360 £365 long ton, duty paid.
Orange: Sweet £0-54 kg spot; bitter from £3-15.
Palmarosa: £7-50 kg spot, £6-50, cif.
Patchouli: Spot £3-86-£4 kg.
Pennyroyal: £2-50-£2-70 kg to arrive.
Pepper: English distilled ex black £32-50 kg.
Peppermint: (Per kg) Arvensis Chinese £2-3 spot; £2-20, cif; Brazilian £2-10 spot; Feb-March £1-75, cif; April-May £1-65. American piperita from £3-85.

CHEMIST & DRUGGIST

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The newsweekly for pharmacy

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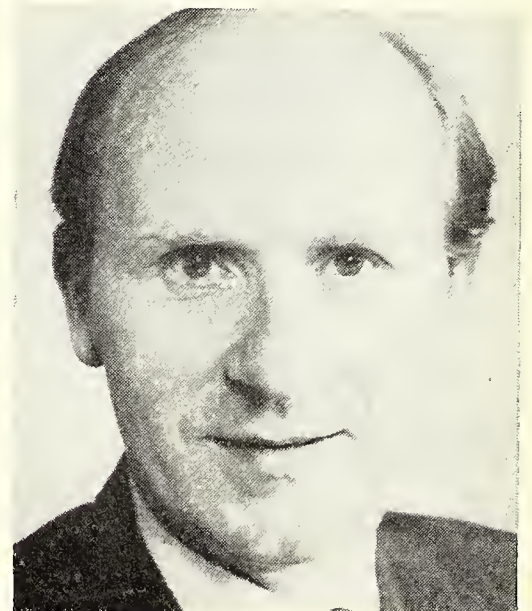
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Member Audit Bureau
of Circulations**A Benn Group Journal**

Mr Anthony Barber, Chancellor of the Exchequer, has announced an "unprecedented" step in connection with VAT legislation (see p 151)

"At last I've found the make-up that's right for me."

You've probably been disappointed with the brands of make-up you've tried before.

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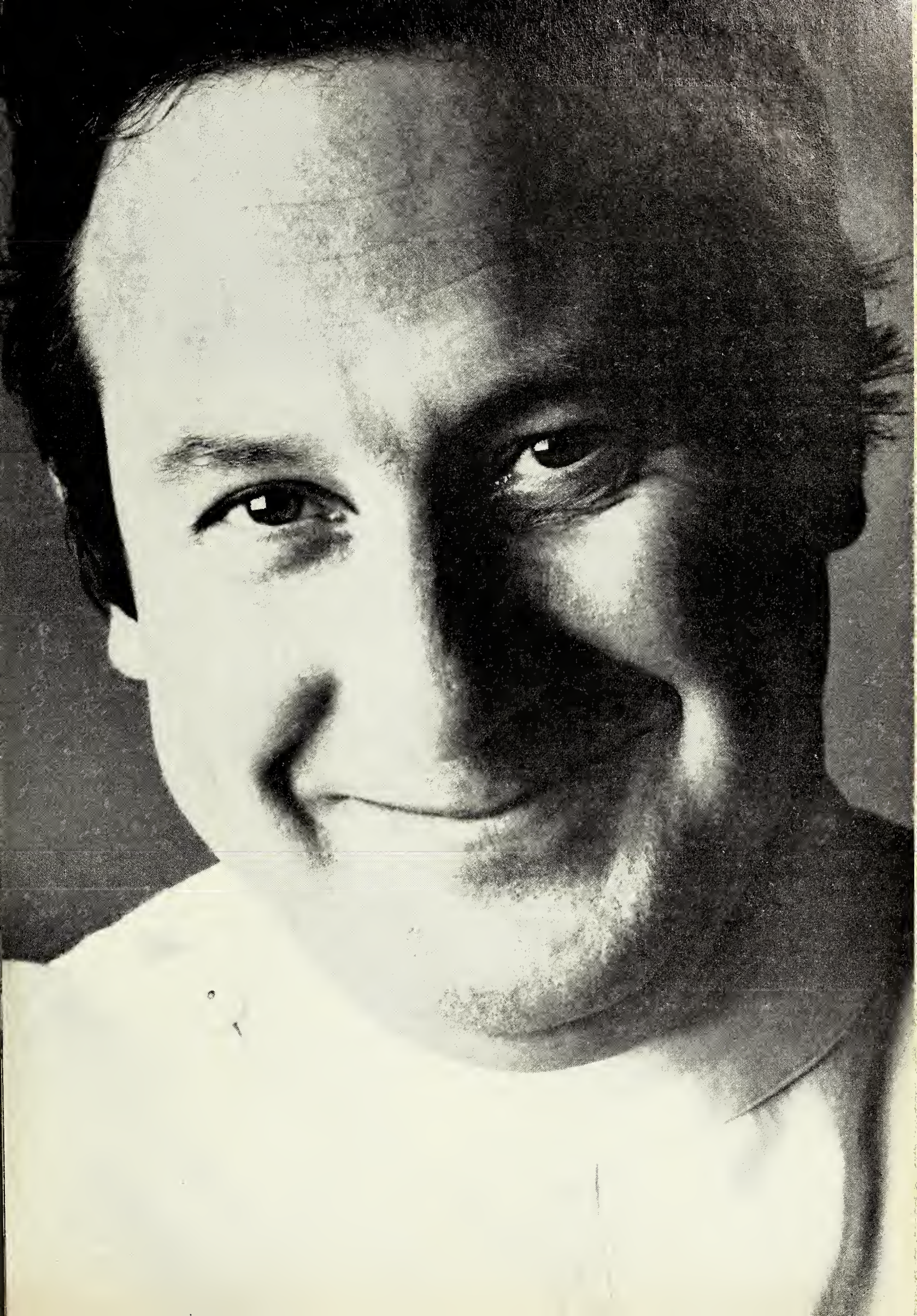
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Analgesics too easy to buy, says doctor

A high proportion of patients diagnosed as suffering from analgesic nephropathy obtained their analgesics from non-pharmaceutical outlets, a survey at Glasgow Western Infirmary has revealed.

Over 100 such cases were diagnosed last year, Dr Robin Murray told *C&D* this week, and from a subsequent survey of 60 patients it was estimated that 56 bought their analgesics from "fish and chip shops, grocery vans, etc."

Following up his recent article on analgesic abuse (*C&D*, January 22, p91) he expressed the opinion that these drugs were too readily available. Dr Murray repeated that it would help if their sale were restricted to pharmacies.

"The very fact of going into a pharmacy would bring the lesson home more to the buyer that these are drugs and not harmless sweets."

"The pharmacist," he said, "would be aware that people ought not to be taking excessive quantities of minor analgesics," whereas other retailers were not familiar with the dangers.

It was becoming quite common for housewives to go into their corner store and order their "usual" half dozen headache powders with their week's groceries. The medicine was being taken for inappropriate reasons.

Dr Murray felt that the whole subject should be investigated at an official level.

Survey of the industry

A survey, designed to assess the future of the pharmaceutical and health-care industries in Western Europe and the United States in the next 10 years, is to be carried out by Economic Models Ltd, London, SW1.

They have been awarded a \$120,000 contract — initially for a year—by G. D. Searle and Company of Chicago.

Economic Models will conduct the work both in Britain and the United States with the aid of its American off-shoot, the Economic Models Corporation, which was established at the beginning of this year.

The health centre inventory

Goods that may be sold from a health centre pharmacy have been defined by the Inner London Executive Council as follows:

Drugs and medicines on the written prescription of a medical practitioner, dental practitioner or veterinary surgeon; drugs and medicines prepared for specific customers.

Pharmaceutical preparations to be used in the health centre and pharmaceutical services required by the health centre.

Medical products as defined in Section 130 Medicines Act 1968 or in legislation replacing the same.

Foods used by invalids in sustaining and restoring their health.

Goods and foods used in the care of infants.

Disinfectants and antiseptics. Surgical appliances, dressings, plasters, nursing requisites.

Sanitary towels and similar goods for woman's hygiene.

Goods necessary for dental and oral hygiene.

Family planning requisites. Chiropody requirements.

Veterinary medicines.

Electro-medical and actino-therapeutic apparatus and services.

Scientific and diagnostic materials, apparatus and instruments.

The list was recommended by the London Pharmaceutical Committee.

Campaign to cut drug misuse

Government officials and experts from 17 European countries have agreed to work out practical steps to fight drug-taking and to make prevention and treatment of addicts more effective.

They are to meet at a conference in Strasbourg, from March 20-24, organised by the Council of Europe.



Twelve tons of Farlene powder cereal were flown from Gatwick to Dacca last weekend, at the request of War-on-Want's observers in Bangladesh. The consignment was specially prepared at the Plymouth works of Farley's Infant Food Ltd

At the conference, proposals for both harmonising national policies and for instituting close co-operation will be discussed.

Participants will include representatives of the various ministries and administrations involved with combating drugs misuse and specialists from 12 relevant fields, including the health professions, the police and mass media.

President Nixon's special adviser on drugs, Dr J. H. Jaffe and the French Minister of Health, M Robert Boulin, are among the people invited to attend the conference which will be opened by the Secretary General of the Council of Europe.

CIBA recall Entero-Vioform

CIBA Laboratories are revising Entero-Vioform dosage recommendations following joint consultation with the Committee on Safety of Medicines and reports of a disease called SMON from Japan and Australia (see *C&D*, December 18/25, p 883).

The manufacturers are asking pharmacists to return their stocks of Entero-Vioform to their wholesalers for credit. Replacement orders will be met shortly, with new stocks containing a different enclosure leaflet adding a cautionary warning, "in view of current publicity."

The new recommendations state, "Caution: To avoid side reactions the prophylactic dose should not be taken for more than two weeks continuously and a minimum interval of four weeks should elapse before the course is repeated. If double the prophylactic dose has been

taken for up to three days to treat diarrhoea the total course should be correspondingly reduced to a maximum of ten days."

From March 1 the products will be invoiced at new list prices (16 tablets for £0.20, 48 for £0.55 and 100 for £1).

□ A paper in last week's *Lancet* by two Japanese workers discusses the pathogenicity of a previously isolated virus which has been associated with SMON disease.

The authors, Nakamura and Inoue of Kyoto University, have previously reported that they thought the disease might be a new viral infection which succeeds immunological insufficiency. They claim that their current work is in good agreement with that theory.

The virus isolated from SMON patients caused similar neuropathological changes in mice, including the "dying-back" process of nerve fibre degeneration, they found.

FDA may ban saccharin

Saccharin may have to be banned from foodstuffs as a potential cancer hazard, the US Food and Drug Administration stated last week.

Tumours have been found in the bladders of rats fed on high doses of saccharin, the agency reports. Preliminary findings only are so far available. The tumours are to be checked for evidence of cancer.

If evidence of carcinogenicity were found, American law would require the substance to be banned from food.

The FDA issued a regulation fixing the levels at present limits pending further tests.

Commons move on 'double tax'—and a VAT concession?

More than 30 Labour MPs have signed a Parliamentary motion expressing concern about the effect of the introduction of value added tax on retail stocks and last week the Chancellor of the Exchequer announced what may be regarded as a concession over VAT legislation.

The motion states "That this House is deeply concerned about the possible dislocation of production and distribution leading to stagnation of trade prior to the withdrawal of purchase tax and the proposed substitution of value-added tax; urges Her Majesty's Government to give an immediate assurance that relief will be given to traders in respect of stocks of goods which have borne purchase tax and will, in addition, be subject to value-added tax on retail sale; and calls upon Her Majesty's Government to work out a satisfactory scheme, in consultation with industry and commerce including the Retail Consortium, that would ensure a smooth transition to the proposed new system of indirect taxation and avoid the inequity of double taxation upon one section of the business community".

In the Commons this week, Mr Wyn Roberts asked the Chancellor what representations he had received from chemists about their concern over double taxation when VAT is imposed on goods on which purchase tax has already been paid.

Mr Terence Higgins, Treasury Minister of State replied: "A number of representations on the subject have been received from retail chemists through their MPs". The "difficult issues" involved were still being considered.

The NPU has urged members to write to their MPs on the subject.

Mr Anthony Barber, the Chancellor, announced last week that value added tax legislation will be published at the time of the Budget speech—expected on March 21.

Addressing a meeting of the Leeds Chamber of Commerce he said: "It is unprecedented for a Chancellor to publish what is part of the Finance Bill" at the time of the Budget speech. Publication of the Bill usually follows some weeks after the debate.

Medicines: record exports

Exports of medicines from the UK brought in a record £168.4m in 1971, an increase of 20 per cent over the 1970 record figure, £140.3m, which means that exports have more than doubled in the past four years. Moreover, these figures do not include invisible earnings.

There has been an increased slowing of growth of imports which rose by nearly 12 per cent to £37.6m compared with a 32 per cent rise in the previous year.

Top customers in 1971 were Nigeria (£10.5m), the Irish Republic (£9.5m), Japan (£9.3m) and Belgium (£9.0m). Exports to the EFTA countries at £24.8m were up by 36 per cent, while exports to the EEC rose by only 8 per cent. The smaller increase of direct exports is thought to reflect the shift of earnings into the invisible sectors from new plant already set up in the Community.

Mr Ivar McG Boden, chairman, E. R. Squibb and Sons, commented that the reported achievements were all the more remarkable in view of the tougher competition now evident in the overseas markets and the constant pressure on prices abroad and at home. "It is particularly pleasing to see our exports exceeding our estimated sales through National Health Pharmaceutical Services and within a few per cent of our total home sales."

Shorter service hours in London?

Inner London Executive Council is seeking to amend chemists' hours of service to 9am to 5.30pm, instead of 9am to 6pm as at present.

The hours of service committee recommended the reduction in hours following an



A cheque for £250, second prize in the recent national competition organised by Comet Hair Cutters, is presented to Mr P. G. Yaxley of Wymondham, Norfolk (left), in the pharmacy department of Norwich Co-operative Society, where he obtained his winning entry form. Also in the picture are (left to right): Mr W. R. Hunt, department manager; Mr D. Poyser and Mr John Reynolds, who are respectively area representative and product manager of S. Maw Son & Sons Ltd, the contest organisers

approach by London Pharmaceutical Committee.

The committee had previously granted 23 applications from chemists to close at 5.30 pm, and ascertained that four out of six neighbouring Executive Councils had the Department of Health's consent to amend the hours of service scheme to the earlier time. There are 379 chemists in Inner London who open after the minimum hours of service on a voluntary basis.

If the new hours are approved, rota will be from 5.30pm to 7pm.

'Urban' script collection scheme

Proposals for an "urban" prescription collection and delivery service have been put to Inner London Executive Council by its general benefits committee.

The service would operate on the Horn Park Estate, Greenwich, for which the nearest pharmacy is half a mile away and eight others are within a mile "as the crow flies". However, distances by road are said to be "rather more", and there are public transport problems.

Greenwich Borough Council has suggested a scheme whereby a local pharmacist would collect prescriptions from an Old People's Home (where they would be handed in by residents) and return them after closing his pharmacy.

Although the pharmacist's responsibility for medicines until they are in the patients'

hands has been pointed out, the committee has taken the view that the estate should be regarded as an "exceptional case" and a service arranged.

Consortium in health centre

A pharmacy is to be included in a new health centre to be built at Redcar, Teesside.

All the chemist contractors in the town are forming a consortium, which is expected to take the form of a private limited company, to run the pharmacy. Six private pharmacies, Boots Ltd, and Middlesbrough Co-operative Chemists Ltd are to be members.

The acting secretary of the consortium, Mr W. W. Scott, told C&D that work on the centre is to commence this month and completion is expected in mid 1973. The cost of the building and fittings will exceed £200,000.

It will house 16 general practitioners and facilities for other related services.

The pharmacy, which will be situated to one side of the main entrance, will cover an area of approximately 600 sq ft, with a separate but adjoining waiting area with seats. About 200 sq ft of storage space has also been allocated for it.

A spokesman for the Teesside Executive Council told C&D that he thought the inclusion of a pharmacy in the centre was fully justified; it avoided "leapfrogging" problems.

TOMMEE TIPPEE CHIMING TOOTHBRUSH

AN IMPORTANT ANNOUNCEMENT

JACKEL & CO. LTD.,

Manufacturers and distributors of the Tommee Tippee Range state there is no connection whatsoever between the Tommee Tippee Chiming Toothbrush and any other chiming toothbrush currently available.

The Tommee Tippee toothbrush is made to the highest standards of safety, in keeping with the rest of the range and you can recommend it with absolute confidence to your customers.

JACKEL & CO. LTD.,

Head Office:

Kitty Brewster Trading Estate,
Blyth,
Northumberland.

London: 56 Wigmore Street,
London, W.1.

Glasgow: Shuna Place,
Maryhill,
Glasgow, N.W.

Belfast: 7 Gloucester Street,
Belfast.

JACQUELLE. ROYAL SWEDEN.
SWEET SUE.
NUTRESS LIVINGHAM PRODUCTS.
KIDDICRAFT.

Lords decide Ribena must carry tax

Ribena is not a medicine, the House of Lords ruled last week.

Their decision meant victory for the Commissioners of Customs and Excise who had appealed against a Court of Appeal ruling that it was. The Commissioners maintained that Ribena was a fruit beverage and, as such, liable to purchase tax.

Lord Wilberforce thought its advertisement, directed at the normal healthy person and aspiring athletes, the scale of consumption and its key description of "the great natural health drink of our time" seemed to place it in a category—"perhaps a creation of our age, but undoubtedly a thriving creation"—of health food. It was something which modern man took, not to prevent or cure disease, but as part of his way of better living. It was, he thought, a beverage.

Agreeing, Lord Pearson said Ribena was a pleasant family drink, rich in vitamin C. The possible benefit to the health which might result from including Ribena in the diet was naturally stressed on the label and in the general advertising and presumably played an important part in inducing customers to pay "the rather high price" charged for it.

The attraction

It was reasonable to suppose that the health element in Ribena played a considerable part in making it attractive to customers, he said. But he did not think that fact made it a medicine.

The main body of Ribena consumers were normally healthy people. There were special cases—expectant and nursing mothers and bottle fed babies—where Ribena might be advised to increase the intake of vitamin C. But in such cases it was not being used as a medicine. No disease or illness was involved, but only a special dietary requirement.

Lord Pearson thought there were some cases where the use of Ribena was on the borderline between the medicinal and the dietary. But, even if in such cases its use could be reckoned as medicinal, they formed a minute proportion of the total use.

Lord Reid and Lord Diplock agreed that the Commissioners appeal should be allowed.

Dissenting, Lord Morris of

Borth-y-Gest said that it seemed to him that Ribena both could be, and was, used "in the management of actual or potential vitamin deficiency" and that as such it was a medicine which was taken to preserve and maintain health. The fact that it was largely consumed as a beverage did not change its character.

The description of Ribena as a "health drink" would seem merely to suggest that Ribena was both a medicine and a beverage. The phrase attached equal importance to the preservation of health and to the quenching of thirst. It was a difficult case, but he would have found for Beecham. [Comment, p 165.]

Call for new drug chart

"It seems a matter of urgency that a hospital drug chart is adopted where times of administration can be indicated by a tick in the appropriate column," Dr David Harris, of Chichester, Sussex, asserts in a letter to *The Lancet* published last week.

Dr Harris made that comment because of "the continued use of Latin abbreviations for the frequency of drug administration" and evidence that "many nurses (and some doctors) do not know the meaning of such terms".

He says that such a chart is already in use in some hospitals, such as the Leeds Royal Infirmary, and "it seems a logical innovation".

He accepts that without increasing the size of the EC10 such a format may not be appropriate in general practice.

More girls than men for pharmacy

For the first time, in October 1971, the number of girls applying for a pharmacy course place through the Universities Central Council on Admissions, exceeded the number of men applying.

The UCCA 1970-71 report states that there were 548 men whose first subject choice was pharmacy and 651 girls.

254 men and 408 girls were admitted as first-year pharmacy students at the beginning of the academic year.

A total of 123,984 candidates (including 9,016 from overseas) applied for admission to universities in the United Kingdom. Of those 58,933 were accepted.

COMPANY NEWS

Regrouping at Albright

To increase efficiency and reduce administrative costs. Albright & Wilson Ltd are to regroup their present four United Kingdom operating Divisions into three. This will be effected by:

□ Combining the Industrial Chemicals sector of Associated Chemical Co Division with Oldbury Division. This will include responsibility for Albright Chemical Co Ltd (Canada) and the 50 per cent investment in Chrome Chemicals (South Africa) (Pty) Ltd.

□ The new combined Division will be renamed the Industrial Chemicals Division. Mr D. J. W. Anthony, will be managing director of the new Division.

□ Combining the Agriculture sector of Associated Chemical Companies Division (including Farm Protection Ltd) with Marchon Division.

Bush Boake Allen Division will continue as at present.

These organisational changes take effect immediately, but the administrative steps, including the change of name of Oldbury Division, will take a few months to complete. Meanwhile, present arrangements between the divisions and their customers will continue unchanged.

Mr A. Henderson, managing director of ACC division, will continue to administer that Division during the transition period and will then retire. He will be responsible to Mr D. W. Livingstone, company managing director (see Appointments p 154) for the implementation of the Division reorganisation in consultation with the Marchon and Oldbury Division managing directors.

Macarthys leap ahead again

Pre-tax profits of Macarthys Pharmaceuticals Ltd in the first half of the current financial year amounted to £503,000—a 90 per cent advance on the same period a year earlier.

The increase follows a 118 per cent rise in the second half of last year.



Alan Grant, Kimberly-Clark's "Salesman of the year" (right) receives the silver challenge cup from Mr Peter Gardner, general sales manager. Mr Grant is a member of Northern sales division

Costs have been well controlled, it is stated, and in the months under review there was a particularly high demand for pharmaceutical products of all types, indicated by a rise in turnover from £11.4 to £13.1m.

Boots stress their case

The merger of Glaxo with Boots would not affect the independent chemist, it is reaffirmed in a statement accompanying Boots' revised offer for the Glaxo Group.

The statement goes on: "Vestric, the Glaxo wholesaler distributor, was created to serve the independent chemist and this it would wholeheartedly continue to do. Moreover, goods of both partners would continue to be available on normal trade terms to all retail chemists just as they are now".

Boots' revised bid is: For each Glaxo Ordinary stock unit of 50p, two Boots' Ordinary shares of 25p plus £1 nominal of 5 per cent convertible unsecured loan stock 1985.

In support of the bid, Boots have announced that in the absence of unforeseen circumstances, they will recommend a final dividend of 14 per cent, (making a total of 22 per cent) for the year to March 31, 1972. The previous year's total was 19 per cent.

Boots' statement again stresses the desirability of merging the two companies' interests, in particular the combination of the width of Boots' product

range and Glaxo's overseas strength. The statement also suggests that the differing research structures of the two organisations should ensure "the continuation of competition to innovate, without rigidity which would be imposed by a single regimented research function". It is pointed out that there is no overlap in the research and development programmes of the two companies.

Glaxo directors have advised acceptance of the terms.

At the time of going to press, Beecham had made no formal reply to the new Boots bid, but had pointed out the importance of current share prices to the two offers. "In terms of immediate earnings per stock unit there is nothing to choose between the Beecham and Boots offers," they claimed.

Beecham have also entered a strong defence against Glaxo's litigation warnings (last week, p 123), saying that Glaxo could themselves face actions like any international pharmaceutical company.

Expansion at Jeyes, Ireland

Large-scale moves for the further development and expansion of Jeyes of Ireland Ltd were outlined in Dublin this week by Mr Ralph Auchincloss, chairman of the company and chief executive of the Jeyes Group.

"In effect we are now pursuing the biggest single investment programme ever undertaken in the company's his-

tory," he told a press conference. "In addition to the £150,000 development plan implemented in 1971, a further £289,000 will be spent in 1972 at the Finglas factory to develop resources."

This sum will, he explained, be invested in new plant and modern machinery; new swap-body delivery vehicles further to improve customer service; and on the construction of another 11,000 sq ft warehouse building.

Eli Lilly sales and income up

Eli Lilly & Co, Indianapolis, report increased sales and net income for the eleventh consecutive year.

Worldwide sales for 1971 were \$723.3m dollars and net income was \$96.1m compared with \$592.3m and \$94.4m in 1970.

Mr E. N. Beesley, chairman, reports that each of the company's marketing areas—domestic pharmaceuticals, Elanco Products, international operations, and Elizabeth Arden—contributed to the 1971 sales increase.

Sales of Elizabeth Arden, Inc, which are included in consolidated results in 1971 for the first time, were responsible for approximately half of the year's increase.

New offices for Fisons

"The pharmaceutical industry is vigorous, creative, rewarding and a vital contributor to the well-being of mankind," said Lord Netherthorpe, chairman of Fisons Ltd this week when officially opening a new office building for Fisons Pharmaceutical Division at Derby Road, Loughborough.

Part of a major reorganisation programme costing £412,000, the new 35,000 sq ft five-storey office building incorporates all modern facilities, including a staff restaurant, air conditioned and mechanically ventilated meeting rooms and open plan offices carpeted throughout. It will accommodate approximately 230 administrative and marketing staff and is linked with a building in which the division's computer installation is located. Provision has been made for possible future expansion and ample car parking space is available for employees and visitors.

PEOPLE

Lord Kearton, chairman of Courtaulds Ltd, has been elected president of the Society of Chemical Industry, 1972-1973, in succession to Mr G. H. Beeby. He will assume office on July 12.

Mr Rodney Martin and **Mr Kenneth Bush**, who between them spent almost 80 years on the sales and marketing side of H. J. Heinz Co Ltd, retired on January 28. Mr Martin was general department manager, infant foods; Mr Bush was manager, merchandising services.

Following the resultant reorganisation at Heinz, responsibility for the infant foods product group, goes to **Mr Colin Chamberlain**, general department manager, marketing. Merchandising is now the responsibility of **Mr Michael Ford**, manager, advertising and promotional services.

Deaths

Harvey: Recently, Mr Thomas Boon Harvey, aged 80, for many years a leading figure in pharmaceutical circles in the Plymouth area. Mr Harvey qualified as a chemist and druggist in 1914.

Mr A. G. M. Madge writes: Mr T. B. Harvey was one of the "elder statesmen" of the Plymouth Branch and was respected not only by his fellow pharmacists for his knowledge, pride in pharmacy, and a deep sense of duty to pharmacy and the community, but by his fellow citizens as well.

He had held the chairmanship of the Branch, the local NPU, the pharmaceutical committee, and the Executive Council. Mr Harvey was held in high esteem in the community and the City council being a Councillor for many years. He was very active in the health services being chairman of that committee.

He was also appreciated as a man of principle and conviction, as evidenced when he defied his political party and attended the granting of the Freedom of the City to Lady Astor—a well remembered incident locally and typical of Mr Harvey.

We all mourn the passing of our "Tim" Harvey and extend our sympathy to his widow and two daughters.

Milne: Recently, Mr John Milne, 24 Regent Terrace, Edinburgh. Mr Milne qualified in 1935.

Wallace: On February 1, Mr N. B. Livingstone Wallace, DSC, managing director of Benn Brothers Ltd, publishers of *C&D*, aged 55. Mr Wallace, who started as an advertising representative 33 years ago, joined head office in 1946 following distinguished war service in the RNVR.

He had been a director for 20 years and managing director since 1967. He had a wide circle of friends in the advertising world and in many varied trades and industries through the journals for which he was responsible on a day-to-day basis.

He brought an infectious enthusiasm, drive and determination to all his activities. This was not only an inspiration to all his colleagues but won him an affectionate regard from all who came to know him really well.

Appointments

Dr James Chilton FPS has been appointed resident secretary of the Pharmaceutical Society in Scotland in succession to the late Dr G. H. Macmorran. He is at present senior lecturer in pharmaceutical technology at Strathclyde University.

Albright & Wilson Ltd have appointed Mr D. W. Livingstone their managing director. He was previously deputy managing director and, in his new post succeeds Mr M. J. C. Hutton-Wilson, who remains as deputy chairman, but relinquishes the managing directorship to concentrate on longer-term development of the company.

Li-Lo Ltd have appointed Mr L. T. Ackroyd their representative for the North-east. He succeeds Mr S. C. Sutherland, who recently retired after completing over 25 years with the company.

Stafford-Miller Ltd: Mr A. J. Devaney, chief accountant, has been appointed financial director.

Max Factor Ltd have appointed Mr Barry R. Silver, 31, their marketing manager. Mr Silver joins the London based company from Max Factor & Co Inc, Hollywood. He is a graduate of Columbia University, with a master's degree in international affairs and an undergraduate degree in economics and modern languages.

Topical reflections by Xrayser

Higher mathematics

We, who have lived with pounds, shillings and pence; who have flirted with grammes and milligrammes while observing a faithful attachment to ounces, drachms and grains and parts thereof; who have struggled to convert the heathens, apothecary and avoirdupois, to the now orthodox metric; who have perforce had to undertake the recording of our commercial transactions in a two- instead of a three-column cash-book; who have grappled for 30 years with ever-changing rates of purchase tax with all that that involves—we are shortly to be beset with something, appropriately called VAT, which has been brewing for some time. I am not at all surprised that its introduction is regarded with a measure of apprehension on several counts.

There is, as the NPU and other similar bodies have pointed out, the possibility of considerable loss on purchase tax already paid, and there is the mathematical complication of the collection of value added tax itself. I cannot pretend to understand all I have read of it, nor can I comprehend the problems of organisation that are posed by the means required to adapt a pharmacy to the imposed requirements.

The need for action has been recognised by the NPU, and letters to Members of Parliament will help, though I hope that as many as possible will not be stereotyped in character. Then there is the possibility of seeking personal interview when a Member visits his constituency, as well as inviting him to meet local officers of branches; and there is also the important contact of the pharmacist who is known in his professional capacity to the Member of Parliament. In other words, to use an expression not unknown at Westminster, no stone should be left unturned.

Invoices

I began by listing a few of the mathematical problems with which we have had to come to terms. Yet another, to which I have referred in recent times, is the modern invoice and statement handled by a computer which is as soulless and distant as the Inspector of Taxes, and as unresponsive as a telephone answering machine. I recall a time when the statement was written by hand, with beautifully clear figures and, in one particular case, no errors of any kind over a decade. The invoices stated clearly what had been supplied, and code words and figures had no part in it at all. Now they arrive in impressive bundles like a counsel's brief, but they are seldom in chronological order.

One finds the 10th of the month appearing above the 4th on the same invoice, and those for the days in between have to be looked for. But what am I to make of a column headed "trade" which shows a price of 0.8833? Or another which states 0.04417? I had been led to understand that now that we were working in decimals everything would be quite simple.

Standard packs

We have heard much recently of the advantages of standard packs, and once more there seems to be some difficulty. One cannot reasonably expect the doctor to remember pack sizes, but how much easier it would be for him if all firms were to decide on one or other of tens or dozens. And when I order half-a-dozen of an article, and the wholesaler tells me on his delivery note that they are not split from original packs, so I can't have six; and I thereupon order one dozen and receive one original pack of ten and two loose ones. But I keep on trying.

NEW PRODUCTS AND PACKS

Baby care

Germ free unbreakable feeder

Cannon Rubber have announced a "smooth neck" feeder (£0.30) said to be completely free from germ traps and smooth inside, particularly around the neck.

Made from clear polycarbonate the feeder is claimed to be unbreakable, and five times lighter than glass bottles. In addition, the company has redesigned the locking ring to incorporate a thumb grip while the universal teat has a longer stem, which with three-hole perforation and reinforced moulding, is claimed to have a life-span three or four times longer than other teats (Cannon Rubber Manufacturers Ltd, Ashley Road, Tottenham, London N17).

Cosmetics and toiletries

Ca' D'Oro light perfume

Vidal of Venice have introduced a perfume Ca' D'Oro, described as light with a fruity base, a hint of citron, and ideal for daytime wear.

The Eau de Parfum, packed in moulded glass containers, is available in 40cc (£1.95) and 80cc (£3) sizes, while the lighter Eau de Cologne, comes in 50cc (£0.98), 100cc (£1.85) and 200cc (£3.45) units, with the medium also obtainable in moulded glass bottles (£2.10).

In addition, a complementary range of Ca' D'Oro products has been launched: a presentation pack of three soaps (£1.50), deodorant talcum powder in a "squeazy pack" (£1.15), a stick deodorant (£0.80) and aerosol deodorant (£1.30) (Natura Products Ltd, 90 Belsize Lane, London NW3).

Breck hair texturiser

Breck have introduced a protein texturiser for use as an after-shampoo conditioner, designed to suit all types of hair, as well as helping to cure split ends and bleach damage.

Breck Basic, packed in 112cc plastic bottles (£0.49) gives eight applications and contains resins and proteins, which combine to form plasticisers, and quarter-nary ammonia. It is applied on the hair straight after shampooing, using the over-

cap for measuring. After combing, styling and drying, the texturiser must be brushed out thoroughly (Cyanamid of Great Britain Ltd, Breck Dept, Bush House, Aldwych, London WC2).

Complete home facial treatment

All stages of a salon facial in one pack and at a fraction of the cost are claimed to be the virtues of newly-introduced Face Up (£0.59)—a compendium of everything required for a complete treatment.

The pack consists of a headband, cleanser, clear gel face mask, eye pads, skin toner with mild antiseptic and moisturiser, all in individual sachets (Scott & Bowne Ltd, 50 Upper Brook Street, London W1).

Harmony Protein Plus

Harmony Protein Plus shampoo comes in three variants for dry, normal or greasy hair, and will be available in 70cc bottles (£0.18) and sachets (0.04½). Elida Gibbs Ltd have launched a £245,000 television advertising campaign introducing the new shampoo, supported by extensive point-of-sale material. £20,000 will be spent on full colour advertisements to appear in the teenage magazines—"19", Jackie and Mirabelle (Elida Gibbs Ltd, PO Box 1 DY, Portman Square, London W1).

Arrid Extra Dry roll-on

Carter-Wallace have introduced a 42g Arrid Extra Dry roll-on deodorant antiperspirant (£0.31) in addition to their standard and unscented aerosols. Display material featuring the initial 5p off flash is available (Carter-Wallace Ltd, Wear Bay Road, Folkestone, Kent).

Dietary

Sugar Free soft drinks

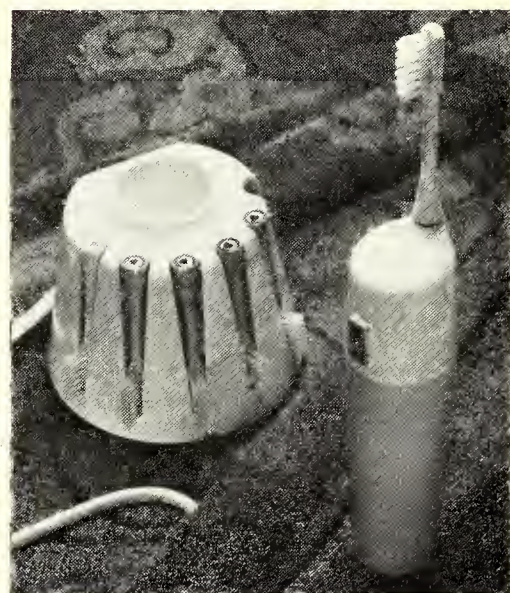
Jaycon are now distributing to chemists only Sugar Free, a diet and diabetic soft drink in non-returnable bottles (£0.8). The first flavours are lemonade and cola, both of which contain saccharin and 0.25 calories per fl oz (Jaycon Soft Drinks Ltd, 102 St Pancras Way, London NW1).

Over-the-counter medicinals

Hot lemon powders from Askit



Askit Laboratories announced on February 1 the introduction of "hot lemon" Askit. Active ingredients are the same as Askit with the addition of lemon flavouring and sweetener. This new hot lemon product is competitively priced, each per sales unit contains three doses (£0.08), and is packed in a dispenser containing 30 units, which although physically identical to the current Askit dispenser is readily identifiable as containing the "hot lemon" (Askit Laboratories Ltd, 93 Saracen Street, Glasgow).



Electrical

Illuminated beauty mirror

Philips Electrical recently announced at the Electric Living Trade Fair an illuminated beauty mirror (£9.95), "making it possible perhaps for the first time, to make up correctly for a specific lighting condition", through the sliding controls allowing four filters to be introduced across the light sources to simulate light levels in home, office, daylight and restaurants.

Philips say that the vast majority of women try to make-up using totally inadequate lighting, and almost without exception the average domestic installation falls well short of the ideal.

At the same time, Philips' rechargeable toothbrush (£9.95) was launched, designed as a partner to the battery model, new last year. The styling and colour scheme are similar but the rechargeable version offers brush heads in six colours—blue, pink, white, yellow, green and lilac. The brush operates at 2,300 strokes per minute and its stand, including an inductive charging unit for complete safety, can be adapted for shelf or wall mounting (Philips Electrical Ltd, Century House, Shaftesbury Avenue, London WC2H 8AS).

TRADE NEWS

Kamera Klear lipstick shades

First Night, Show Stopper and Applause are three new shades in Leichner's Kamera Klear lipstick range (£0.38), intended to be available in the shops from March. First Night is a muted amber, Show Stopper a coral tint and Applause red (L. Leichner (London) Ltd, 436 Essex Road, London N1).

A matter of comparative sizes

Elida Gibbs Ltd, Hesketh House, Portman Square, London W1A 1DY are currently selling a new small size of Erasmic Superfoam (£0.20) and also a new economy size of Shield antiperspirant (£0.56). With the introduction of the small size the description of the existing pack of Erasmic Superfoam normal and lime and menthol now becomes "large".

Ektacolor paper prices up

From February 15 Kodak are increasing the price of sheets and rolls of all Ektacolor papers. The changes are within the limits of the undertaking the company gave to the Confederation of British Industry last year, and average 5 per cent. Kodak say they are giving this advance notice to assist their professional customers in their forward planning, and they will do all they can to meet any extra demand placed upon them during the next few weeks.

Family Doctor revision

Family Doctor Publications have revised and re-issued in a new format their booklet "Food, Glorious Food" (£0.10). It is available to members from National Pharmaceutical Union, 321 Chase Road, London N14 6JN.

"Clear" Polylady setting lotion

A "Clear" Polylady hair setting lotion for a "normal hold" has been added to the range of "extra hold" Natural, Ash and Silver products. To display the complete selection, a counter unit has been designed in lightweight polystyrene



that holds five bottles of each of the four versions (Lambert Chemical Co Ltd, Eastleigh, Hants).

Feeding new-born in hospital

Prepacked sterilised foods, introduced by Cow & Gate, Guildford, Surrey, in 1969 are being more widely used in hospitals. The Prepared Feeds are supplied in 120ml disposable glass bottles, together with separate sterile disposable teats. In all there are six varieties of Prepared Feeds available: Half cream milk food, full cream milk food, Formula A (half strength, half cream), Formula B (half strength, full cream), 5 per cent dextrose solution and distilled water. The feeds do not require refrigeration and can be stored at room temperature. Cost of 4oz (120ml) Prepared Feed is £0.05½ including bottle and teat unit.

Plastic container for Eucryl

Eucryl denture powder is now being packed in a large size plastic container (£0.15) similar to that for Smokers' powder, with blue print on a white background. Available from Eucryl Ltd, 7 Oakley Road, Southampton SO9 7AT.



Dee Gee pack change

David Griffin Ltd, Holland Way, Blandford, Dorset, have announced that they are supplying their Dee Gee Baby Food and Bottle Heater (£2.40) in a new and improved presentation pack. The thermostatically controlled heaters can handle all "suitable" sizes of bottles, tins and jars.



10 good reasons for displaying new look Tubifoam...



Chiropodists everywhere use Tubifoam tubes for toe treatment and protection. Now, in new blister-packs, and a range of 5 sizes, inexpensive Tubifoam tubes are going to be best sellers for many other applications which don't need professional advice.

There's a big value-for-money 12" length of Tubifoam in every pack, ready for your customers to cut off the exact amount they need each time.

Tubifoam holds itself in place and offers all round protection. It is ideal, not only to relieve pressure and prevent chafing, but also for covering tender or bruised fingers and toes.

Display the new Tubifoam packs prominently – and watch your sales increase.

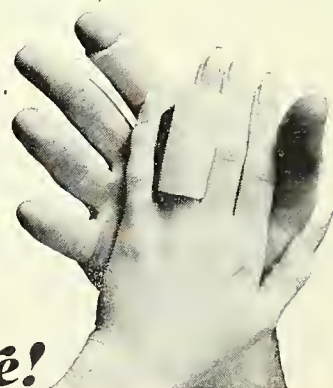
Ask your usual wholesaler – or write direct to us,

BATEMAN-JACKSON

Tubiton House, Medlock Street, Oldham, Lancs.
Tel. 061-652 2222 Grams 'Tubiton' Oldham

A member of the **Seton** group

Distributors of Seton Specialised Surgical Dressings and Appliances.



...and heré's 10 moré!



This counter display unit for odourless Honeypot Flycatcher is in orange and green and contains 36 flycatchers (Bee-Ply Ltd, 74-82 Rose Lane, Liverpool L18 8DH)

Wilkinson Sword at old price

Although from the beginning of this month the recommended retail price of a Wilkinson Sword five blade dispenser is £0.24, stocks of Pillerpacks are available at the old trade price during February from selected wholesalers (see pages 168-169).

Address change

Jean Sorelle Ltd point out that the address of the company is now 117 Great Portland Street, London W1N 6AH. Their telephone number remains 01-580 1312.

Pan Instant distribution

Inter-pan Ltd, 169/173 Regent Street, London W1, have announced they are now distributing Pan Instant spray shampoo.

Bonus offers

Lambert Chemical Co Ltd, Eastleigh, Hants. Listerine. 7½ per cent display discount on all purchases.

Cannon Rubber Manufacturers Ltd, Ashley Road, Tottenham, London N17. Cannon Babysafe feeder sets. Introductory offer 10 per cent extra discount.

Interfran Product Management Ltd, Sunley House, Croydon CR9 2DB. Mitchum Blanchair. 14 invoiced as 12 (until February 28).

Monks' Home Brew Ltd, Nordrach House, Staple Hill, Bristol BS16 4QF. For new stockists only. Unican Wine discount of £0.60 per case. Beer discount of £0.50.

Eyelure Ltd, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Monmouthshire. Dozen 15cc Tabac Colognes free with special "Freshness" parcel of assorted Colognes, talcum powders and deodorants (until end of March).

Pharmaceutical Specialities (May and Baker) Ltd, Dagenham, Essex RM10 7XS. Phensedyl cough linctus 125ml and Tixylix children's cough linctus 125ml. 10 invoiced as 9 (until February 29).

Phillips Yeast Products Ltd, Park Royal Road, London NW10 7JX, Vetzyme JDS dog shampoo. 36 sachets invoiced as 30. 36 50ml bottles invoiced as 30. 24 110ml bottles invoiced as 20 (until May 31).

PROMOTIONS

Calculating with Dettol

A national trade-only competition is being run by Reckitt & Colman for Dettol, carrying four first prizes of an NCR class 18-30 Electronic Calculator, (valued at £315 each), which are suitable for invoice checking, recording prescriptions and as adding/listing machines.

Entrants are asked to answer five questions on the efficacy of Dettol in given situations as well as completing the sentence "Dettol is unrivalled as an anti-septic-disinfectant because . . ." in not more than 12 words.

The 800 second prize winners will each be awarded a Dettol discount and profit calculator, designed specially for pharmacists.

Entry forms, distributed by representatives, can be submitted at the rate of one for every three packs of Dettol or Dettolin ordered. Closing date is March 1 (Reckitt & Colman Products Ltd, Dansom Lane, Hull HU8 7DS).

Elnett Satin TV campaign

A new six-week national television campaign for L'Oreal's Elnett Satin hair spray begins next week. The closing line to the 30 second commercials, "No finer way to hold your hair", is also featured in the Press advertising to run from April to October in *Woman, She, Woman and Home, Good Housekeeping, Nova, 19 and Vogue* (Golden Ltd, Berkeley Square House, Berkeley Square, London W1).

Unican national advertising

Unican beers and wines are to be advertised nationally between March and May in the *Daily Telegraph*, with 19 insertions, and the *Sunday Express* with seven insertions (Monks' Home Brews Ltd, Nordrach House, Staple Hill, Bristol BS16 4QF).

Givenchy aerosol eau de toilette

For the spring, Givenchy are offering a special 10z aerosol version of their Eau de Toilette (£1.25) in Le De and L'Interdit,



presented in tall slim bottles, screen printed with the "G" motif.

The cartons are glazed and echo the moire silk design and colouring of the regular packs, while a double interlining provides maximum protection for the bottle.

Orders accepted will be a minimum of 24 units, either 12 of each fragrance, or all of one, and will initially come with a French grey styrene merchandiser, testers being incorporated at the front of the stands (Parfums Givenchy Ltd, 2 & 3 Station Yard, Twickenham, Middlesex).

Vitapet for "Pup of the Year"

A year's free supply of Vitapet, the nutritional supplements for pets, was one of the prizes presented to the owners of the winning puppy in the 1971 *Daily Express* "Pup of the Year" Contest (British Cod Liver Oils (Hull & Grimsby) Ltd, Marfleet, Hull, Yorks).

Consumer offers

□ As an introductory offer, with each Cannon Babysafe feeder set (£0.30) comes an extra teat, a mini-feeder and a spare locking ring (Cannon Rubber Manufacturers Ltd, Ashley Road, Tottenham, London N17).

□ To launch Breck Basic, a free sachet is to be given away with every purchase of a shampoo from the range. The sachets are to be displayed in a special merchandiser, also holding the plastic bottles (Cyanamid of Great Britain Ltd, Breck Dept, Bush House, Aldwych, London WC2).

□ "Two for the price of one" is the current double-pack banded offer for Living Hair protein conditioner (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except G, E

Askit powders: Sc, G

Beecham powders + hot lemon: All except E

Breck Basic: WW

Buttercup syrup: Lc, Y, NE

Cabdrivers cough linctus: Y

Elnett Satin: All except E, CI

Famel adult cough syrup: All areas

Ironplan: All except E

Man size Scotties: All except E

Menthacol: All except U, E

New Bristows: All except E

Optrex: Ln

Phensic M, Lc, WW, So

Protein 21: All areas

Radox salts and liquid Radox: All except U, E

Reban treatment shampoo: All except E

SR toothpaste: All except E

Sunsilk shampoo and hairspray. All except E

Tegrin medicated shampoo: All except E

Venos cough mixture: All except E

If 25 million people don't you thi

Polaroid Clip-ons
stop glare

Conventional clip-ons

Polaroid Clip-ons

ed Polaroid Clip-ons, you do too?

The eye-opening fact is that over half the population have to wear spectacles.

And can't, therefore, wear Polaroid sunglasses.

For them, we make Polaroid clip-ons. Which have all the advantages of our sunglasses: they're scratch-proof, shatter-resistant and can eliminate up to 99% of reflected glare.

Yet, for all that, cost from only £1.50 to £2.00.

To help bring these facts before your bespectacled customers' eyes, we've designed a counter display. Which illustrates all seven styles.

The display is yours (providing stocks last) if you make just one order of clip-ons.

Surely not too much to ask of you.

Especially now you know the number of potential customers.

Polaroid Clip-ons.

Treating the anxiety-stress syndrome

by S. J. Hopkins FPS

Anxiety is a natural reaction to a stress situation, and as such it is valuable as a driving force to deal with the causative stress. When the situation is within the individual's experience or ability, the anxiety is self-limiting, and disappears when the stress situation is resolved. In such circumstances, it has no pathological undertones, but when the stress is excessive, is obscure in origin, or beyond the patient's powers of adaptation, an anxiety state develops.

The term covers a wide range of conditions, and is sometimes better understood than defined. It may be merely an exaggerated response to a common stress or it may develop into a morbid state, complicated by worry or illness. In some individuals, increasing responsibilities may cause anxiety by inducing an excessive response, and the difference between an emotionally disturbed and a non-disturbed individual is qualitative rather than quantitative. The anxiety may be associated with a variety of psychosomatic disturbances such as pallor, sweating and rapid pulse, and these symptoms are so similar to those normally evoked by fear, that it has been called "fear spread out thin".

Secondary depression

When the causative stress can be identified and removed, the anxiety fades, but often the stress is unavoidable, as it may be due to the environment, or even have its origin in the patient's own personality. In such cases, the primary stress may cause a secondary depression which may obscure the original anxiety and its cause.

The timely use of drugs can help to break the stress-anxiety-stress reaction, but the response is neither automatic nor invariably complete. The severity and duration of the anxiety, as well as the attitude of both patient and doctor to it, can influence the final response, and treatment, in terms of drug, dose and duration, may be adjusted to the needs of the individual. The following drugs are representative of the wide range now available.

Barbiturates: The barbiturates have long had an established place in the treatment of anxiety, as the response is usually rapid. Although useful for the short-term treatment of moderate and phobic anxiety states, they are not suitable for the treatment of chronic anxiety conditions.

Benzodiazepines: This group of drugs, exemplified by chlordiazepoxide (Librium), has tranquillising and anxiolytic properties, and is widely used in chronic anxiety and tension states. With the relief of stress

that follows, the cardiovascular symptoms and muscular-skeletal disorders associated with emotional disturbances can also be controlled.

Diazepam (Valium) has an action similar to that of chlordiazepoxide, but is more potent with increased muscle-relaxant properties. Oxazepam (Serenid-D) is an alternative drug that causes less drowsiness than diazepam.

Nitrazepam (Mogadon) also belongs to the benzodiazepine group of drugs, but is used mainly as a less toxic alternative to the barbiturates in the treatment of insomnia. At the same time, this hypnotic effect is also useful as an adjunct to other therapy when the sleeplessness is due to anxiety. The most recent addition to the group is medazepam (Nobrium). It has applications in the treatment of anxiety and phobic states where there is some associated physical disorder. The action of the drug is mediated by a selective effect on the limbic system of the brain.

It is of interest to note that although the monoamine oxidase inhibitors such as phenelzine are primarily used as anti-depressants, their use with a benzodiazepine such as diazepam is of value in the treatment of severe phobic anxiety states.

Alternative Drugs: Other drugs of a tranquillising action, which are also used in the treatment of anxiety include meprobamate (Equanil, Miltown), tybamate (Benvil) and opipramol (Insidon).

Meprobamate also has useful muscle-relaxant properties which assist in relieving the physical tension that is so often associated with anxiety. Unlike most other drugs used in the treatment of anxiety neuroses, meprobamate has a branched chain and not a cyclic structure. A similar structure is present in tybamate, which contains a butyl substituent on the main chain. Drugs of this type are thought to act upon the hippocampus and limbic system of the brain, and to have a stabilising action at sub-cortical levels which still permits natural and spontaneous responses to normal stimuli. They thus afford symptomatic relief from anxiety and tension originating from a variety of psychosomatic disorders without an excessive dampening down of the central nervous system.

Hydroxyzine (Atarax) and opipramol (Insidon) represent a different chemical approach, whereas chlorprothixene (Taractan) is a tranquillising drug of the chlorpromazine type, but of occasional use in anxiety when the response to other drugs is unsatisfactory. Chlormezanone (Transcopal) has muscle-relaxant and tranquillising properties that are useful in

neurological conditions and anxiety states.

Tricyclic compounds: Drugs of this type, of which imipramine (Tofranil) was the first to be used extensively, are mainly anti-depressant in action. But newer compounds, such as trimipramine (Surmontil), dothiepin (Prothiaden) and doxepin (Sinequan), exhibit a certain gradation of action, and may be effective in both anxiety and depression.

As these conditions may co-exist in the same patient, the diagnosis is seldom clear-cut, even when one type of symptom appears to predominate. In such cases, a drug that can control anxiety, irrespective, or otherwise, of the presence of a depressant component, offers considerable therapeutic advantages.

Benzoctamine: Although this newly introduced drug may have a superficial resemblance in some ways to the tricyclic compounds, it represents a new class of therapeutic substances described as dibenzobicyclo-octadienes. Benzoctamine (Tactin) has a wider range of activity than many anxiolytic drugs, as it also has a muscle-relaxant action. It is therefore useful in pure anxiety states, in anxiety complicated by psychosomatic disturbances, and in the anxiety associated with organic disease.

Oxypertine: It has long been known that the amine compounds present in the brain, such as serotonin, noradrenaline and dopamine, play a significant part in the control of mood. It is considered that in anxiety and tension states, the level of brain amines rises, and the mental and physical manifestations of anxiety may be due to an imbalance of these physiologically active amines.

A selective depletion of amines

The logical approach is to restore the level to normal, but many anxiolytic drugs have little effect on brain amine levels, and in such cases, the relief of anxiety may be due to more sedation and relaxation than to a specific anti-anxiety action.

Oxypertine (Integrin) has a closer chemical relationship with the biological amines than any other psychotherapeutic drug, and experimental work suggests that it brings about a selective depletion of brain amines.

If the symptoms of anxiety are directly related to the concentration of active amines, as the evidence suggests, oxypertine may act at a more fundamental level than drugs which merely relieve anxiety, and in effect restore the amine controlling mechanism to order.

Thus, the treatment of anxiety, like its manifestations, is rarely simple and clear cut, but requires adjustment to the patient. In some cases, the muscle-relaxant, mildly sedative drug will be adequate. In others, where the anxiety is obscured or complicated by other emotional factors, more powerful drugs are required, and, again, in other cases, combined treatment with more than one drug will be required. Motival (fluphenazine and nortriptyline), Limbitrol (amitriptyline and chlordiazepoxide) and Seconesin (quinalbarbitone and mephensin) are all mixed products formulated for such combined treatment, and reflect the many facets of anxiety.

COMMENT

Ribena tax: the final verdict

The House of Lords have decided that Ribena is not a drug or a medicine and is liable to purchase tax (p 152). This case was first heard in 1969 (*C&D* May 17, p 430) before Mr Justice Ungood-Thomas who decided that Ribena was liable to tax. The judge based his decision not only on a consideration of the formulation, but also examined the get-up and the methods of marketing, noting that five-sixths of the sales of Ribena occur in grocers.

Beecham went to the Court of Appeal which rejected the test. Lord Justice Cross (as he then was) said in his judgment that it would arguably be odd if "there should be read into the Act a general provision that a substance which is a drug or medicine, if sold as a drug or medicine, is not a drug or medicine if not sold as a drug or medicine". The House of Lords has now rejected the approach of the Court of Appeal and upheld the High Court decision.

Sale by grocers the key

Lord Wilberforce in his judgment felt it incorrect to concentrate attention on an analysis of what was in the bottle. In such a frontier area very similar products, or even products chemically the same, might be drugs, medicines or beverages according to how they were presented or how they were sold. Notice was taken that while Ribena is sold by pharmacists, much more is sold in grocers and its advertising is directed at the normal healthy person, placing it in the category of a health food, something taken not therapeutically or prophylactically, but as part of his way of better living.

It is noticed with some relief that the House of Lords did not seek to define a medicine, but contented themselves with the ordinary meaning of the word. Had a definition been produced it might have been in conflict with similar provisions in the Medicines Act, and confusion may have resulted.

It would appear from this decision that in the case of borderline substances such as vitamin preparations, one of the tests to determine whether it is a medicine or not is to examine the marketing process. It would also appear that if a substance is to be regarded as a medicine, it should be sold mainly from pharmacies, a conclusion most pharmacists would readily applaud.

... and statistics

Potential television advertisers have been made aware recently of the existence of 14,457 "chemists (dispensing)" in Great Britain—based on a Retail Audit Census of November 1969.* (Unfortunately, only 12,851 asked the registrar of the Pharmaceutical Society if they might be authorised sellers of poisons, according to his report for that year.)

Further, we learn that there were 1,913 "chemists (not dispensing—druggists)" and some 2,429 "chemist and photographic dealers".

Our advertisers might also reach the customers of 811 "photographic specialists", if they have a mind.

All good stuff for the marketing man, but our statistician finally lets his exuberance run away with him with a flourishing summing up. "Total chemists", he triumphs, "19,610"!

*Source: ATV Marketing Manual.

BOOKS

Drug Names Glossary. *West Cheshire Hospital Management Committee*, the Group Pharmacy, City Hospital, Hoole Lane, Chester CH2 3EH. 7½ × 5in. Pp 114. £0.50.

The glossary, now in its second edition, provides the user with equivalents for proprietary and approved names. It also lists the constituents of compound preparations.

All names are repeated to provide a complete cross reference system, in one alphabetical list. Where there is more than one branded product containing the same drug, equivalents are listed in each entry. Drug constituents are included in the alphabetical list to serve as a reference to those preparations containing them and compound preparations are followed by a list of main active ingredients.

To present a comprehensive record names of obsolete products have been retained in the glossary and, where possible, product name changes have been indicated.

The production of the glossary was

supervised by Mr J. G. Roberts of the Chester City Hospital, who has recently been appointed regional pharmacist to the Liverpool Regional Hospital Board.

Invention Patents and Trademarks. Peter Meinhardt. Gower Press Ltd, 140 Great Portland Street, London W1N 5TA. 9¼ × 6in. Pp 395. £6.50.

A pharmacist requiring detailed information on patents and trade marks has, until now, been obliged to consult one of the two standard works on patents and the standard work on trade marks, or refer to Halsbury's Laws of England. There is no implied criticism of those excellent works, but the layman will find them heavy going and, as they are intended for the practitioner, their emphasis is on the legal implications rather than on giving a comprehensive outline of the systems.

Dr Meinhardt's book attempts to deal with the management of patents and trade marks and attempts to equate the legal systems to the problems facing companies seeking patent and trade mark protection.

The chapters on patent law and practice are well written and the author has dealt with his subject in a number of concise chapters which clearly explain the particular point under study—although the chapter on the Patent Appeal Tribunal was

obviously written before the implications of the Courts Act 1971 were considered. Order 95 of the Rules of the Supreme Court is concerned with the Bills of Sale Acts 1878 & 1882, that relating to patents is Order 103. These minor points should be corrected in future editions.

The chapters on trade marks deal with the procedure followed in obtaining a trade mark and deal with the problems of infringement and form an extremely useful guide to this subject.

The information contained in the parts dealing with patents and trade marks could be obtained from other sources, but the important contribution in this book lies in the chapters devoted to the in-company management of patents and trade marks. The function of trade mark and patent departments is discussed and an analysis is made of the salient points to be considered in formulating patent and trade mark policy in a company.

A lucid and interesting book which ought to find a place in the library of those pharmacists whose work brings them even occasionally into this specialised field.

Publications received

Problems in Advanced Organic Chemistry. Jerry March. *Marcel Dekker Inc*, 95 Madison Avenue, New York 10016. 10 x 7 in. Pp 421. \$9.75.

LETTERS

Glaxo, Vestric and independents

Mr Northwood may be interested to know the possible future for the independent wholesaler whom he very rightly proposes to support (*C&D*, January 29, p134). Some six months ago my company received identical letters from Glaxo Laboratories, Allen & Hanbury and BDH, all alleging that we were unable to cope with emergency situations—they proposed closing their respective accounts with us in respect of "ethicals", but they were graciously prepared to appoint us a Glaxo food wholesaler. When we proved that their allegations were completely untrue they changed their story to read "too many wholesalers in Northern Ireland".

Since we first commenced trading with some of these companies about 25 years ago, two Northern Ireland wholesalers closed down, and Vestric opened with stocks of Glaxo Group products. We have suggested that as Vestric's turnover is much less than ours it would be more logical to close their account, but Glaxo's reply has been that they will only re-open our account if their own commercial interests would thereby be served or that the well-being of the people of Ulster demands it.

It does not take much imagination to forecast the future. It is not inconceivable that if Glaxo's scheme for reducing wholesale competition in Northern Ireland is considered successful it will be extended so that only Vestric will handle Glaxo Group products. From there it is only a short step for Vestric to cease supplying certain retailers because their account is considered uneconomical.

Glaxo's cry of "monopoly" in view of a possible Beecham take-over takes on a hollow ring in view of their Ulster policy.

H. Mitchell

managing director

Harold Mitchell & Co Ltd
Belfast

Backing Boots

May I put my views on the still undecided B versus B heavyweight battle? Since starting as a pharmacist in 1948, the only criticism I have heard of Boots from fellow-pharmacists—despite their being the "big boys" of the retail world—is that too little emphasis is placed on the professional side in their premises, and too much, should one have recourse to telephone them, on Boots—*The Chemists*.

Nonetheless, I wish them well in their bid for Glaxo, and agree with Mr J. David Thomas (January 29).

What I have heard of the professional side of Boots is good—in their staff policies, the standard of quality, and in their (wee) dispensary.

— On the other side, I should very much like to hear a super supermarket manager explain to his customers the advantages

of Complan. And having passed that hurdle to the satisfaction of the customer, to hear him going through the remainder of the retail Glaxo range.

The research side of Beecham's is very good, but outside this, they expect the pharmacist to establish lines which, once accepted by the public, are channelled into supermarkets at cut rates.

A. Gow
Fortrose

Ostermilk sales

Your correspondent J. David Thomas, in his reference to the Glaxo takeover (January 29, page 134) states that certain Glaxo products are restricted to sale in pharmacies. In the case of Ostermilk, this is certainly not true; the product is sold in our local supermarket, and at a cut price.

Monopolies of any kind are to be deplored, prices invariably rise, and services are curtailed. The advent of health centres is a case in point, the grouping together of doctors' practices creating a monopoly which could be to the disadvantage of the patients. It has certainly proved to be a disadvantage to the retail pharmacies situated away from those centres.

There would appear to be little advantage to the chemist for an amalgamation of either Beecham's or Boots with Glaxo. If this amalgamation is purely for the benefit of the shareholders of those companies, then the case should be put to the Monopolies Commission.

B. H. Shepherd
Pocklington, York

Ginger wine

In support of H. V. Roberts' letter on the production and sale of ginger concentrate, formerly known as ginger wine essence, our firm has made this preparation for more than a century and for the month of December 1971 made 15 gross, enough to make 1,100 gallons of cordial. Most of it was sold locally but there were orders from Bournemouth to Inverness and a few from across the Atlantic.

In these cases the request was invariably for ginger wine essence to make "the drink my mother, or grandmother, used to make".

G. Hall
J. & D. Hilston
Lanark

Definitions

I am interested in filling in my Census of Distribution form for 1971 sent recently, with statutory obligation to complete, by the Department of Trade and Industry.

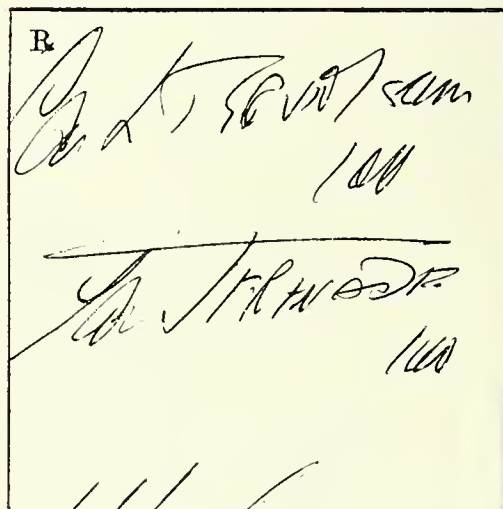
On page 6 (goods sold) is box 14, "Drugs, medicines and other pharmaceutical preparations". What constitutes the last named—for me in a pharmacy, or for other "traders"? This occurs again on page 10 for analysis of turnover.

Just what does the Department mean by "pharmaceutical"?

Questioner

Prescription poser

It took two hours and three 'phone calls to contact the North-of-England prescriber who issued this misleading "poser" reports the pharmacist who was called upon to dispense it.



Another 'NP' solution?

Following a subscriber's suggestion that the "NP" prescription without a product (January 15, p78) must be for Sustac, it has been pointed out that Nitrong tablets are also issued in a 2.6mg strength.

FILMS

The Fetus. Reckitt & Colman Products Ltd. Available to professional audiences on application to the Film Librarian, Reckitt & Colman, pharmaceutical division, Dansom Lane, Hull HU8 7DS. Colour. Sound. Running time 24 minutes.

As the problems associated with maternal mortality and morbidity are overcome, more attention is being paid to the hidden patient—the foetus. Recently new techniques have been devised which help the clinical monitoring of the unborn baby, giving a more accurate idea of foetal well-being and growth. This film deals with some of the more important of these warning systems.

High risk situation to the foetus, such as premature membrane rupture, hypertonic contractions and umbilical cord compression, are outlined. Also the merits of various methods of foetal investigation are discussed.

Oestrogen assays, amniotic fluid tests, foetal heart recording and blood sampling are all described, together with an ultrasound scan method which can determine the rate of growth of the foetus.

The film was made at King's College and Queen Charlotte's Hospitals, London, under the direction of Mr Geoffrey Chamberlain, consultant gynaecologist.

At a recent Press showing of the film Mr Chamberlain stressed that he had used the older classical spelling of the word "fetus" for the film which he thought was now being re-accepted, in preference to "foetus".

marking

the facts that affect your figures

The efficiency of your price marking can have a crucial effect on the profitability of your operation. Surveys have shown that illegibility of prices can be as high as 7% if they are marked by hand. This means guessing by your staff. Guessing by your customers. It means confusion all round. And that kills your profits!

There is a wide range of marking implements on the market, and they can cost a great deal of money - especially if you use several different types.

Surely it is sensible to rationalise your price marking - and rationalise it economically.

The new marking system from NORPRINT

The new NOR marking system lets you do this. It can be used everywhere in your store giving consistently legible marking on every type of product.

Each label can carry your own name - at no extra cost - and the labels are fraudproof - they cannot be re-applied to more expensive goods.

Different adhesive strengths are available to

suit any product from glass to frozen foods.

Currently there are two types of marking tool available.

The NOR 5 which prints five characters in bold type, and the NOR 7 which prints seven characters in medium type. The NOR 7 gives you the added facility of simple, inbuilt stock control code if you need it.

Both tools are made from tough, break-resistant thermoplastic, are positive and easy to set and are loaded with 1,500 labels.

Each tool costs only £15.50, and with all orders received before 28th February 1972, we will start you off with a free stock of 10,000 labels.

Find out how a NOR system can help build the profitability of your store. Post the coupon now for full information. Send an *unstamped* envelope addressed to:- Norprint Ltd., FREEPOST, Dovercourt, Essex, CO12 1BR

NOR

MARKING SYSTEM

Send an *unstamped* envelope addressed to:-
NORPRINT LTD. FREEPOST, Dovercourt,
Essex, CO12 1BR

I am interested in a demonstration of the NOR Marking System. Please contact me to arrange a convenient time.

Name _____

Company _____

Address _____

Telephone _____

Type of business _____

CD5/2/72

Call for international standards in product registration

A request that criteria applied for the registration of pharmaceutical products should be agreed internationally and that the health authorities in any one territory should accept without question the work approved in the country of origin was made this week.

That was in order that patients should obtain products as economically as possible.

The appeal was made by Dr Gordon C. Hellyer, manager, new product liaison department, Beecham Research Laboratories, at an Office of Health Economics lecture.

Dr Hellyer referred to the situation in the UK and the work of the Committee on Safety of Medicines. It was never possible to completely separate safety and efficacy so that toxicological findings had always to be considered in relation to the intended use of the product. This illustrated the need for flexibility in any system of control, essential to harmonious relationships between government and industry.

In the United States the procedures developed were rigid and detailed and contrasted most markedly with the system in this country.

Recent official statements augured well for the pharmaceutical industry in the UK. There had, however, been less happy predictions made as a result of new regulations in other countries.

Unforeseen requirements

The work carried out by the new product development department of an international pharmaceutical company must be geared to marketing on a world-wide basis. In Beecham Research Laboratories they compared the regulations overseas with UK requirements, and the requirements of the Food and Drug Administration in the United States. Generally, if the requirements of those two authorities were met, they were then not unprepared for requirements elsewhere. Nevertheless, many nations were now in the process of setting up their own regulatory bodies, and there was always the danger that they might introduce unforeseen requirements. A close watch on drug legislation was essential.

Dr Hellyer said that control systems could be divided into three groups: new drug submissions; product registration and a visa system.

In France, listed experts were employed to carry out tests on all products which were submitted for a visa. It was the only country to have such a system. The extent of work checked by the expert was not defined and was usually determined in collaboration with the manufacturer who would have submitted all his information for the speciality. When all the information had been assembled by the manufacturer, including the results from the experts, it was set out in an approved form and submitted direct.

In all other countries the responsibility for the new medicine was with the manufacturer or, if more applicable, the importer or agent.

The basic principle of the product registration system was that a legal form containing information on the new product must be approved by the authorities before the product was sold. About 76 countries including Japan, Spain, Italy, Germany, Holland, Austria, Belgium, Greece, Scandinavia and Latin America, enforced product registration.

The requirements were variable, but could approach the FDA standards, particularly in the Scandinavian countries. In Sweden proof of both efficacy and safety of new drugs had been required since 1944.

Negotiation on price was required in Belgium and the price agreed would not be greater than the country of origin. A further requirement peculiar to the Belgian market was the need for all formulations to be at 100 per cent potency at the end of shelf-life.

Many countries, for instance, Germany, insisted on local clinical trials in addition to studies carried out in the country of origin. It was not unreasonable to ask for additional clinical work under local conditions, and companies would often require such studies for promotional purposes.

For many countries, Venezuela and other Latin American countries, a certificate of free-sale in the country of origin was required. Rigid adherence to that requirement was ridiculous in the case of drugs developed for one particular market, ie, antimalarial drugs.

"There are also other more subtle complications of marketing and licence that may limit the countries available for a new product".

Difficulties in Japan

In Japan, clinical trials could usually be started on the basis of studies carried out in the country of origin, but before marketing, it was necessary to carry out much of the work required for registration on Japanese soil. Toxicity studies, pharmacological work and teratogenicity studies had to be repeated. Similarly stability studies had to be repeated in Japan regardless of the fact that such time-consuming studies were fully documented in the country of origin. In Japan the price of new drugs was controlled and a new drug should have an advantage over an existing drug.

Dr Hellyer said repeat studies (about £75,000 per product) made registration of new products in Japan extremely costly.

New drug submissions required in the UK, the US, and such countries as Canada, Australia, India and Ireland, essentially relied on adequate documentation, and in many cases an inspection of the premises together with an expert assessment of the evidence, usually submitted at two stages in the development of a medicine, first to allow clinical trials and secondly to give approval for marketing.

Studies were also necessary on teratogenicity if the drug was to be given to women of child-bearing age and the submission would also contain a report on the pharmacological, metabolic, and biochemical studies. An outline was also required of the proposed clinical trials.

A further application prepared on completion of the clinical trials contained the results of the trials together with an up-dating of the information previously supplied.

The information required for the registration of veterinary products was now similar to new medicinal products, and Dr Hellyer suspected that many companies would look closely at the economics of developing new agricultural products.

Far-reaching FDA moves

Dealing with the American Food and Drug Administration system Dr Hellyer said that one example of the FDA's recent activity was the Drug Efficacy Review. In 1966 the Administration asked the National Academy of Sciences and the National Research Council to set up a panel to evaluate more than 3,000 marketed preparations approved by the FDA between 1938 and 1962. The FDA claim that these drugs were marketed on proof of safety only, and as a result of a report by the panel, manufacturers are asked in many cases to provide new evidence of efficacy as well.

Dr Hellyer continued: "At the FDLI's meeting recently, it was stated that 20,000-40,000 products could be affected. It is worthy of note that the actual number of products said to be totally ineffective was only 7 per cent. The most distressing aspect I believe, is that it was necessary for the list to be published at all. So much better for both sides concerned if there could have been collaboration outside the public arena."

Combination drugs accounted for about 50 per cent of the products involved in the NAS/NRC reviews. The reviews were particularly critical of fixed dose combination drugs and at one stage there was a danger that the FDA would remove from the market all but a handful of combination drugs. The FDA Commissioner had, however, recently stated that no massive recall was planned. "Nevertheless, the importance of the issue is evident when it is considered that 40 per cent of America's best selling drugs are fixed dose combinations."

The publication of these reviews had not surprisingly produced a strong protest from the pharmaceutical industry. The Pharmaceutical Manufacturers Association felt that the FDA apparently intended to go beyond the law's requirements that drugs be safe and effective to ensure that they can be used rationally.

The FDA have, however, recently stated that they are concerned with all phases of the drug business.

There was a need for harmonisation of the laws affecting registration in different countries. It was becoming increasingly time-consuming for the pharmaceutical manufacturer to provide the differing sets of data required by the various countries. For example, one would hope that all countries would accept the same species for teratogenic studies, would leave species selection to the pharmaceutical company.

The European Economic Community recognised the need for harmonisation, and looked forward to a final goal when there will be a free flow of pharmaceutical products without import and price restrictions. So far only one Directive of consequence to the pharmaceutical industry has been adopted. That Directive adopted in January 1965 related to national licencing systems and the marketing of pharmaceutical products for human use.

The progress towards harmonisation being made in Brussels would have important implications for the British pharmaceutical industry which should enter into these discussions as soon as possible.

In response to a question Dr Hellyer admitted that discussions to agree on standard practices could be protracted. The industry were aware of those tests that were necessary and it was a case where it had to step in. It should draw up a document on the subject jointly and submit it to Brussels.

It was also essential that emerging nations paid attention to existing procedures and received guidance on setting up their own legislation rather than creating their own organisations.

The ever increasing cost of development was undoubtedly one of the reasons for the reduction in the number of new products available, and in some fields, where the demands of the registration authorities were particularly onerous, might make a pharmaceutical company consider carefully whether it could afford the time and costs involved.

No company needed reminding that any increase in duration of drug development reduced the period of patent life that was available to recoup costs before the patent life expired. "This is a good case for extending the patent life of pharmaceutical products."

The rise in the number of duplicate drugs introduced in 1970, was partly due to cross licensing between manufacturers. That trend would probably continue as manufacturers tried to increase their returns on the higher development costs.

The reason for the fall in new products was undoubtedly the cost of compliance with registration requirements.

There were areas where registration could become a costly and time consuming exercise for the pharmaceutical company without any direct advantage to the patient who will eventually benefit from the medicine. He therefore asked that registration authorities applied "scientific judgement rather than rules, flexibility rather than bureaucracy."

Two names to be removed from Register

The Statutory Committee of the Pharmaceutical Society last week ordered that two names should be removed from the register of pharmaceutical chemists.

Mr Maurice Nyman, Greenford, was said to have been given an 18-month suspended prison sentence at North-east London Quarter Sessions on charges of theft and possession of drugs.

The Committee was told that deficiencies were found in the stock of Broadley Chemists Ltd, High Street, Hornchurch, where Mr Nyman was manager. Mr Nyman and his wife were charged with stealing or possessing Nembutal, Dexedrine, and amphetamine tablets.

Mr Nyman, who pleaded not guilty before the court, told the Committee that his wife stole the drugs. He and his wife had separated and were to divorce. He had been a retail pharmacist for 33 years and had an unblemished record. "The only thing I have been guilty of is lack of observation and stupidity."

The Committee also ordered the striking-off of the name of Mr Alexander Seath, Kempston, Bedfordshire. Mr Seath is serving a two-year prison sentence for stealing 84,621 Drinamyl tablets from John Kelsey (H.S.) Chemists Ltd. The sentence was imposed at Bedford Assizes, where Mr Seath was also convicted of being in unauthorised possession of the drugs.

The Committee was told that Mr Seath had been manager of the company's branch at George Street, Corby. Large quantities of Drinamyl were ordered by telephone from wholesalers, and delivered to the shop. On investigation, it was found that only about 3,000 of the 87,000-odd tablets ordered could be properly accounted for.

Mr Nyman and Mr Seath have three months to appeal against the orders.

A pharmacist who admitted making a mistake on each of three days he was temporarily in charge of a multiple chemist's branch pharmacy was acquitted of misconduct. The Committee was told that he had dispensed Digoxin tablets which were not on a prescription, dispensed 500 Amytal tablets instead of the prescribed 100 and dispensed Mixogen when the prescription was for Myolgin tablets. The pharmacist in evidence said he misread the word "dispense" as Digoxin on the first prescription, and that Myolgin was a new drug, whereas Mixogen was regularly dispensed.

Sir Gordon Willmer, chairman of the Committee, said that the doctor who made out the prescription for Myolgin had spelt it incorrectly, making it even easier to mistake the word; and the word "dispense" on one of the prescriptions "does look horribly like Digoxin."

The proprietor and manager of a pharmacy were formally admonished by

the Committee. The manager had dispensed 100 Drinamyl tablets against a forged prescription. The Committee was told that the prescription was written on notepaper with an amateurishly hand-printed letter-heading.

Also admonished was a pharmacist who had been fined £30 for failing to keep a register of Dangerous Drugs. It was said that during the dustmen's strike, he put the register down on one of the many empty boxes littering the shop, and it must have been taken away with the rest of the rubbish.

A director of a firm of chemists had his case adjourned for twelve months. The company had been fined £25 at a magistrates court for selling antibiotic eardrops without a prescription.

In two other cases, the committee decided to take no further action.

Guild to submit salaries claim

A new salaries claim is to be submitted by the Guild of Hospital Pharmacy this month, the Guild's Council were told at its meeting on January 28. It was also reported that the working party, set up to consider the position of the Guild under the Industrial Relations Act, hoped that a report would become available for the next Council meeting and that Guild policy could be decided then and subsequently placed before the annual general meeting for approval. The Evans Medal for 1971 was awarded to Mr J. W. B. Fish.

The branch delegates' meeting on January 29 agreed a motion requesting the Guild Council to consider entering into discussions with the Pharmaceutical Societies of Great Britain and Northern Ireland with a view to establishing a College of Hospital Pharmaceutical Practice. Several motions referred to the Noel Hall Report. It was agreed that the Noel Hall structure did not provide adequate career prospects for those who wished to specialise in pharmaceutical work other than administration.

On salaries and conditions of service, motions were carried asking for financial compensation for loss of leisure time for those pharmacists who provided on-call services, for pharmacists to have the option of either payment or time off in lieu for hours worked in excess of 39 per week, for co-operation with other bodies in seeking reform of negotiating machinery, for removal expenses to be available to all grades of hospital pharmacists and for sessional rates to be paid to part-time staff required to work in an emergency more than six sessions per week.

A resolution, put forward by the Bristol Branch amended by the East Midlands Branch, recommended affiliation with the Association of Scientific, Technical and Managerial Staffs and was referred to Council. A motion by the London Branch seeking investigation of the possibility of creating a professional organisation which would be representative of all professional people involved in the hospital pharmaceutical service was carried.

Providing for your retirement

by Peter Miller

There has been much discussion about pensions, following publication of the Government's White Paper, "Strategy for Pensions". The Government's intention is to make sure that adequate provision for pensions will be made for people during their working life. But the White Paper makes it quite clear that anyone who is self-employed will not be included in the new Reserve Scheme. One of the reasons for this is because of the difficulty of collecting earnings related contributions to such a pension scheme.

Nevertheless, there are very worthwhile ways in which anyone who is a principal, partner or controlling director, or who is self-employed, can make pension provision for the future. It is possible to make annual contributions, free from all tax, towards an approved scheme run by a friendly society or insurance company.

In the past, the limits on the amount which could be put aside each year, free of tax, in this way were comparatively low. Apart from those born in 1915 or earlier, it was possible to obtain relief of income tax (and surtax where applicable) on no more than 10 per cent of net relevant earnings in a tax year. Also, there was an overall maximum of £750 for this relief, even though the net relevant earnings of anyone might be in excess of £7,500.

The contributions

Helpful though it has been in the past to put aside part of one's earnings on this basis, it has become quite clear that, to provide an adequate pension at retirement, a contribution of more than 10 per cent of net relevant earnings is needed. For instance, the total contributions for many occupational pension schemes are in excess of 15 per cent of the earnings of employees.

Now, a worthwhile change in the position has been made by the Government, with the effect that a great contribution to this type of arrangement can be made. Furthermore, many insurance companies and friendly societies have made the terms of these contracts more attractive.

Starting with the financial year 1971-1972, up to 15 per cent of net relevant earnings may be paid, free from all tax, subject to an overall maximum of £1,500. This means that anyone with earnings up to £10,000 per annum can put aside the full 15 per cent of earnings, free of tax, towards a pension in due course.

A further improvement which has been introduced is that, at retirement, one can exchange part of the pension for a tax

free cash sum. The actual amount which may be taken in cash, free from tax, at retirement is limited to three times the amount of the pension which is left after the cash has been withdrawn.

Clearly, a tax free cash sum at retirement can be useful. Nevertheless, even if the aim will be to have the highest possible income during retirement, probably it will pay to take the maximum amount of cash allowed at retirement. This can be used to purchase an immediate annuity from an insurance company, to provide an income for life.

Dependent on the current terms on offer, the gross return from the immediate annuity may be higher than if part of the pension had not been exchanged for cash. In any event, there is likely to be a significant tax advantage.

Although the contributions to such pension contracts are free from tax, when the benefits are paid they count, for tax purposes, as earned income. If, on the other hand, a cash sum is used to purchase an immediate annuity, only a proportion of the benefits paid under it will be subject to tax (as unearned income), with the remaining part of the benefits free from tax altogether.

Exactly how much will be free from tax will depend on one's age when the annuity is bought. This is because the tax free part of the annuity is looked upon as being repayment of capital, and depends on one's expectation of life at the time.

A further improvement is that anyone who is eligible for one of these pension contracts can allocate (out of his 15 per cent and £1,500 limit) up to 5 per cent of earnings towards an annuity for his wife after his death. The premium for this must not exceed £500 in any one tax year. An annuity of this kind for a widow will be subject to much the same tax provisions as the main pension.

Although quite a number of friendly societies and insurance companies transact this type of personal pension business, comparatively few have gone out of their way to point out the advantages. An exception is Time Assurance Society of Oldham. This friendly society specialises in these pension contracts.

There are a variety of different types of contract which can be taken. For instance, one can have what is known as a non-profit contract, in which case the pension which will be paid is guaranteed at the outset, and there will be no increase. On the other hand, generally, it is better to have a with-profit contract, since this will share in the profits made by the friendly society or insurance company.

These profits are distributed by means of bonuses, which increase the original guaranteed pension.

Unfortunately, in many cases, increases of pension are made only during the build-up period, before the pension starts to be paid. As a result, once the pension begins to be paid out to one, it remains at the same level for life. Clearly, in view of inflation, this means that the purchasing power of the pension is reduced progressively. Fortunately, Time Assurance is one office which continues to add bonuses after the pension has started to be paid. As a result, under its contracts, there is an automatic increase in pension each year, without further premium.

Apart from pensions which increase during retirement in that way, it is possible to have these contracts linked to the value of units in a unit trust or to a portfolio of Stock Exchange investments. With this arrangement, the amount of pension to be paid fluctuates according to the value of the securities held. While this is encouraging if prices on the Stock Exchange increase sharply, a depression can result in a significantly lower pension payment being received.

Fixed premiums

Usually, the best arrangements is to have a contract where a set premium has to be paid each year. Apart from this, it can be sensible to have a separate single premium contract each year to use up the remaining contribution which is allowed free of tax. In this way, one can make sure that the maximum overall premium is paid. There should be no difficulty over this, since a premium can be paid and rank for relief in a tax year up to six months after that year's earnings have been agreed with the Inspector of Taxes.

Obviously, when one of these contracts is arranged, you cannot be certain when you will retire. Fortunately, there is a high degree of flexibility. Normally, for convenience, you are asked to pick a date between your 60th and 70th birthdays for the pension to begin to be paid. If, however, nearer the time, you want the pension to start to be paid earlier, almost certainly this will be possible, and the insurance company will pay the same pension as if the revised date had been chosen in the first place. The only stipulation is that the pension must not start to be paid before the age of 60, unless it has been necessary to retire earlier than that due to ill-health.

Although you can choose for the pension to start to be paid at any time between your 60th and 70th birthdays, there is no need to stop working at that time. The pension can be paid to you without any penalty, even though you continue to work, whether full time, part time, or in a consultative capacity.

All in all, particularly in view of the tax advantages, this is a very worthwhile form of saving for the future. It is well worth while to take advantage of the increases in the contribution limits which have been made. The improvement regarding exchanging part of the pension for cash applies to all contracts, irrespective of when they were taken out.



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MARKET NEWS

Higher prices for opiates

London, February 2: A sharp increase in the prices of opiates, amounting to over 20 per cent, was the feature of the week in pharmaceutical chemicals. The higher rates were applied to codeine, ethylmorphine and morphine, but prices of diamorphine are as yet unchanged.

A few quotations were marked lower in crude drugs, including Canada balsam, dandelion root, lemon peel, Brazilian menthol and senega. Chinese and Russian liquorice roots were both advanced, however.

Among essential oils, Ceylon Citronella and Chinese spearmint were higher, lemon-grass a shade lower in price on the spot.

Pharmaceutical chemicals

Bismuth salts: £ per kg.

	12½-kg	50-kg	250-kg
carbonate	4.68	4.50	4.45
salicylate	4.00	3.80	—
subgallate	4.30	4.10	—
subnitrate	4.25	4.05	4.00

Calcium carbonate: BP precipitated £49 per 10,000 kg.

Cantharadin: £75 per 100 g.

Calcium gluconate 250-kg lots £0.63 kg.

Calcium sodium lactate: metric ton. £709 for 50-kg lots.

Ether: Anaesthetic BP—2-litre bottles £0.87 each for under 350 litres; £0.81 for over 350 litres; 32-kg drums £0.41 kg for 500-kg lots. Solvent BP—per metric ton in drums from £294 for 500-kg lots in 16-kg drums down to £266 in 130-kg drums; 250-kg from £304 to £276.

Glucose: (Per metric ton in 10-ton lots), monohydrate powder £83.70; anhydrous £156; liquid 43° Baumé £69 (5-drum lots).

Magnesium carbonate: Heavy £192, light £175 per metric ton.

Magnesium hydroxide: £541.66½ metric ton.

Magnesium oxide: BP (per metric ton); light £541.66½; heavy £890.

Magnesium peroxide: (15 per cent) £21.93½ cwt.

Magnesium sulphate: BP from £42 metric ton exsiccated £75-£80 ton, ex works.

Magnesium trisilicate: £441 metric ton.

Methyl salicylate: Per metric ton in 5-ton lots £425; 1-ton £430, 500-kg £435.

Opiates: (per kg) subject to DDA Regulations.

	1 kg and over £	Under 1 kg £
Codeine		
alkaloid	183.00	191.00
hydrochloride	156.00	164.00
phosphate	140.00	146.00
sulphate	156.00	164.00
Diamorphine		
alkaloid	176.50	185.35
hydrochloride	161.00	169.05
Ethylmorphine		
hydrochloride	179.00	186.00
Morphine		
acetate	164.00	171.00
alkaloid	202.00	211.00
hydrochloride	165.00	172.00
sulphate	165.00	172.00

Paraffins: (minimum 1-ton lots) liquid-BP £0.552 gall; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477, Jelly-soft white BP £95 ton; yellow BP £85.

Quinidine: Alkaloid (5-kg lots) £42.90; sulphate (50-kg) £39.

Quinine: (Per kg in 85-kg lots) Alkaloid £25.89; bisulphate £19.85; dihydrochloride £25.38; hydrochloride £24.80; sulphate £21.34; hydrobromide (15-kg) £25.70.

Saccharin: BP Powder 1 lb and over £0.85; soluble £0.77½ lb.

Sodium benzoate: One-metric ton lots £28.33 kg.

Sodium bicarbonate: BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.

Sodium carbonate: 98-100% in 1-cwt bags from £23.47 long ton delivered in 8-ton lots.

Sodium chloride: Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works.

Sodium citrate: £313 per metric ton.

Sodium perborate: (Per 1,000 kg) monohydrate £283.50—tetrahydrate £139.

Sodium percarbonate: (Per metric ton) £163.

Sodium potassium tartrate: £295 per metric ton.

Sodium salicylate: 1,000-kg lots £0.50 kg.

Sodium sulphate: BP from £35 to £40 per metric ton as to crystal, BP exsiccated £60 ton.

Sodium thiosulphate: £44 per metric ton.

Terpineol: 50-kg lots £0.49 kg.

Crude drugs

Balsams: (lb) Canada: £1.80 spot; shipment £1.75 cif. Copaiba BPC £0.50; Para £0.40. Peru: £1.25 £1.20, cif. Tolu: BP £0.70.

Dandelion: Root £460 metric ton spot; £435, cif.

Lemon peel: Spot £240 metric ton; £210, cif.

Liquorice root: (metric ton) Chinese £100. Russian £95. Spray-dried powder £396, delivered. Block juice £431.50.

Menthol: (kg) Chinese spot £6.10; shipment £6.05, cif. Brazilian spot £5.20; Jan-Feb £4.55, cif; new crop March-April £4.40.

Pepper: (ton) Sarawak black £345, cif; white £520 spot; £465, cif Jan-Feb.

Senega: Canadian £1.60 lb spot; £1.55, cif.

Essential oils

Citronella: Ceylon £0.95 kg spot; £0.85, cif; Chinese; £0.93, cif.

Clove: Madagascar leaf £1.12 kg; £1.09, cif. English distilled bud £17.60.

Lemongrass: £2.50 kg spot; £2.20, cif.

Peppermint: (Per kg) Arvensis Chinese £2.30 spot; £2.20, cif; Brazilian £2.10 spot; Feb-March £1.65, cif; April-May £1.60. American piperata from £3.85.

Spearmint: American £5 kg, cif; Chinese spot £3.45 kg; shipment £3.30 cif.

Sandalwood: Mysore spot £13.50. East Indian for shipment £13.40 kg, cif.

COMING EVENTS

Monday, February 7

Harrow Branch, Pharmaceutical Society,

Clinical Research Centre, Northwick Park Hospital, at 8pm. Dr J. S. Garrow on "Treatment of obesity".

Nottingham Branch, Pharmaceutical Society, 64 St James's Street, Nottingham, at 8pm.

"Of mice and men with microscopes" (Joint meeting with pharmacy students).

Stockport Branch, Pharmaceutical Society, Alma Lodge hotel, Stockport, at 8pm. Film evening.

Tuesday, February 8

Birmingham Branch, Pharmaceutical Society, University of Aston, Room 100, at 8pm.

Mr J. G. Roberts on "First impressions of Council".

Isle of Thanet Branch, Pharmaceutical Society, Endcliffe hotel, Margate, at 7.45pm.

Working dinner, guest speaker: Mr F. W. Adams.

King's Lynn Branch, Pharmaceutical Society, Duke's Head hotel, King's Lynn, at 8pm.

"The unique combination"; evening sponsored by Allen & Hanbury.

Lanarkshire Branch, Pharmaceutical Society, Nurses Recreation Hall, Strathclyde Hospital, Motherwell at 7.30pm. Professor W. Anderson on "The contribution of pharmaceutical technology to pharmacy and medical science".

Sheffield Branch, Pharmaceutical Society, Royal Victoria hotel, Sheffield, at 8pm. Mr Norman J. Van Abbé on "Problems in cosmetic science".

West Kent Branch, Pharmaceutical Society,

Wellcome Research Laboratories, Langley Court, Beckenham, at 8pm. Dr Paul Turner on "Clinical pharmacology and general practice pharmacy".

West Metropolitan Branch, Pharmaceutical Society, Chelsea College (Room 18), Manresa Road, SW3, at 7.45pm. Mr J. W. Harrod on "Pharmacy modernisation and improvements".

Woking Branch, Pharmaceutical Society, Medical Centre, St Peter's Hospital, at 8pm.

Mr C. W. T. Ridout on "Ethiopia".

Wednesday, February 9

Birkenhead Branch, Pharmaceutical Society, Kings Gap Court hotel, Hoylake, at 8pm.

Annual dinner and dance.

Bournemouth Branch, Pharmaceutical Society, Postgraduate Medical Centre, Royal Victoria Hospital, Poole, at 12.30pm. Dr D. H. Dick on "The management of behaviour disturbances".

Bournemouth Branch, Pharmaceutical Society, Main committee room, New Hospital, at 12.45pm. Dr John Bamforth on "Diagnosis and treatment of colonic disease".

Bournemouth Branch, Pharmaceutical Society, The Palace Court hotel, at 7.30pm. Banquet and ball.

Colchester Branch, Pharmaceutical Society, Postgraduate Centre of Medical and Allied Sciences, Essex County Hospital, Colchester, at 8pm. Joint meeting with Romford and Southend branches. Speaker, Mrs E. M. Leigh.

Doncaster Branch, Pharmaceutical Society, Old Bells Inn, Campsall, at 8pm. Informal dinner.

Scottish Department, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.45pm. Mr Ian Oswald on "Drugs slowly change the brain".

Worthing Branch, Pharmaceutical Society, The Cricketers hotel, Broadwater, Worthing, at 8pm. Film evening: "Colorama".

Thursday, February 10

Birmingham Branch, Pharmaceutical Society, University of Aston, at 8pm. Dr R. E. Neagle on "Drugs acting on the heart" (postgraduate refresher course).

Glasgow Branch, Pharmaceutical Society, McCance Building of the University of Strathclyde, Glasgow, at 7.45pm. The Todd Lecture, Dr David Jack on "Drug research today", followed by a report from Professor J. B. Stenlake.

Hastings Branch, Pharmaceutical Society, Hurchington Manor hotel, Bexhill, at 8pm.

Dr M. Bott on "Psychiatric medicine today".

Leeds Branch, Pharmaceutical Society, Great Northern hotel, at 8pm. Mr J. E. Balmford on "On and off and on again".

Advance Information

Remcon '72. Seventh international health food exhibition. Royal Lancaster Hotel, London W2, March 2-7. Theme: "Nutrition in the environment". The Remcon lecture will be delivered by Lord Burntwood, chairman.

National Association for Health. Details from: Peter Smith, Remcon '72, 12th floor Bucklersbury House, Cannon Street, London EC4.

Courses and conferences

Preparations for the hair, course arranged by the Welsh School of Pharmacy, to be held March 26-30, at the University of Wales Institute of Science and Technology. Details from: Dr J. R. Furr, Welsh School of Pharmacy, UWIST, King Edward VI Avenue, Cardiff.

Powtech, International Powder Technology and Bulk Solids Exhibition and Conference at the Exhibition Centre, Harrogate, March 27-29. Organisers, Specialist Exhibitions Ltd Green Dragon House, 64 High Street, Croydon, Surrey.

CHEMIST & DRUGGIST

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The newsworthy for pharmacy

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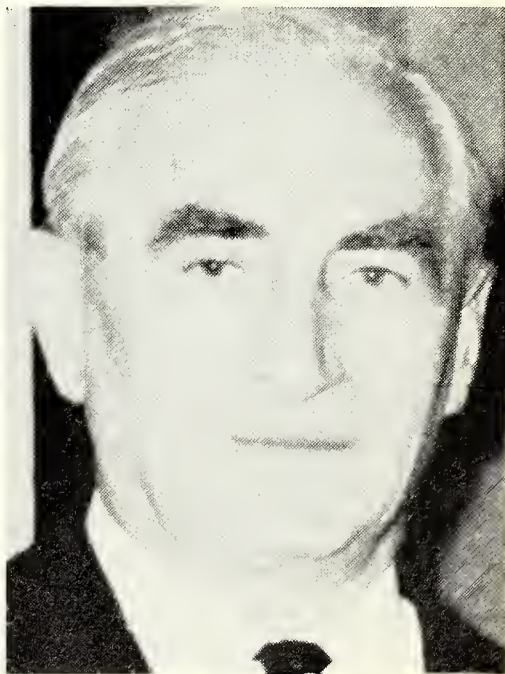
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A Benn Group Journal



Sir Hugh Linstead has been awarded the
Pharmaceutical Society of Great Britain's
Charter gold medal for 1972 (see p 186)

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Check to Avon sales growth last year

The growth in cosmetic and toiletries sales enjoyed by Avon in recent years received a set-back during 1971—when many of their products lost ground to other brands—according to "The Cosmetic and Toiletries Survey 1971," published this week by IPC Magazines Ltd.

Avon had a smaller proportion of users in such categories as nail varnish—from 20 per cent in 1970 to 17 per cent—eye shadow (17 per cent to 14 per cent), bath oils and essences (48 per cent to 42 per cent), and talcum powder (29 per cent to 26 per cent). But sales were maintained in face powders, eye liners and skin foods.

The interviewing structure was altered for this survey. Instead of a sampling of 4,000 women being undertaken at one time, it was divided into four separate periods; July 26-August 6, October 18-29, with two further sessions in April and May, the results of which are to be included in the full report, due in July.

Another innovation is an analysis of the degree of brand loyalty accorded to different product groups—and here a marked variation was evident. For example, 73 per cent usually preferred to try different brands of bath cubes, whereas for bath salts, crystals and tonics, 63 per cent expressed the opposite view.

Two sectors covered by the survey for the first time are "soap for use on the face" and toothpaste. The most popular soaps were Lux and Palmolive, each with 15 per cent, followed by Camay with 13 per cent, Imperial Leather with eight per cent and Fairy Toilet with seven per cent. But it was discovered that the 13-24 age bracket were the least likely to use soap for this purpose.

The breakdown for toothpaste showed Colgate rating top with 28 per cent, Macleans next with 22 per cent, Ultra Brite and Gibbs SR both 11 per cent and Signal 9 per cent.

The struggle for shampoo leadership has seen a switch of the top two—Sunsilk now heading the field with 14 per cent, as opposed to 12 per cent in 1970, and Silvikrin dropping to second place with 12 per

cent—one per cent less than the previous year.

Sunsilk also captured the prime position on the aerosol hair spray market with 18 per cent (17 per cent in 1970), supplanting Supersoft (15 per cent—a 3 per cent loss on the previous year).

There were several other brand movements, among the most notable being the rise of Johnson's baby lotion as a cold or cleansing cream, which led the field with Nivea cream at 15 per cent. That compares with 11 per cent and 18 per cent respectively in 1970.

Overall, the pattern of increased purchases of cosmetics and beauty aids continued.

Deodorants and anti-perspirants were used by 76 per cent of women, compared with 69 per cent in 1966; fragrances, 83 per cent (81 per cent); sun protection products, 47 per cent (40 per cent); moisturising creams or lotions, 23 per cent (13 per cent); cold or cleansing creams, lotions or milks, 56 per cent (45 per cent); eye-liners, 24 per cent (15 per cent); eye shadow, 54 per cent (36 per cent); rouge or blushers, 20 per cent (nine per cent); nail varnish, 42 per cent (39 per cent); and aerosol hair spray, 60 per cent (46 per cent).

There was less usage of both loose and compressed face powder (50 per cent for compressed against 66 per cent in 1966 and 15 per cent for loose against 24 per cent in 1966). All-in-one make-up rose from 18 per cent in 1966 to 26 per cent in October 1971.

Other products that lost ground were: bath cubes (from 41 to 23 per cent in three years); skin food (from 23 to 18 per cent in five years); lip-stick (from 85 to 82 per cent in five years); hair colourants (23 to 18 per cent in five years).

The Cosmetic and Toiletries Survey, 1971, IPC Magazines Ltd, Fleetway House, Farringdon Street, London EC4A 4AD. Price: £20 first copy.



Guest speaker at the recent dinner meeting of the Worcester Branch of the Pharmaceutical Society was Mr David Franklin of the BBC. Here he watches Mrs Franklin mixing raffle tickets in approved pharmaceutical fashion. Looking on are branch chairman Mr Eric Giles and Mrs Giles. (Picture by Berrows Newspapers)

Industry Act: Society to register

The Council of the Pharmaceutical Society has now decided definitely to apply for entry to the special register set up under the Industrial Relations Act, subject to investigation of the position with respect to tax relief of the annual retention fee.

When Council took the decision "in principle" last month (*C&D* January 15, p 57), members were advised to defer applying for membership of any existing trade union until the Society's position was clarified.

'Mini-pill' given all-clear?

No report on the safety of low-dose progestogen oral contraceptives has yet been received by the Department of Health, a spokesman told *C&D* this week.

Commenting on Tuesday's *Daily Mail* report that the Committee on Safety of Medicines had given the "mini pill" the all-clear, he said that the committee had not yet completed its work, though a report was expected in the "fairly near future".

The *Mail's* correspondent said that the "mini pill"—chlormadinone—would be on sale again this year. It was withdrawn two years ago after US reports of tumours in beagles fed with the compound. The

Mail says that subsequent animal work investigated by the committee has established no evidence of cancer.

A spokesman for one of the major "mini-pill" manufacturers confirmed that there had so far been no report from the Committee on Safety of Medicines that would give the go-ahead for marketing.

Pharmacist stole tablets

A pharmacist found guilty of stealing 1,000 ampicillin tablets was fined £25 at Tottenham magistrates court, London, on February 4.

The court heard that Ramesh Gupta, 33, of 21 Purley Road, London N9, had lost his job at the North Middlesex Hospital as a result of the offence.

Detective Constable Harry Davies said that staff at the pharmacy in the hospital had suspected Mr Gupta of stealing drugs. On February 3 two containers of ampicillin tablets were missing, and later found hidden behind a cupboard outside the pharmacy. Mr Gupta was known to be the only person who had been in there at the time.

Later, as Mr Gupta left the hospital, police stopped him and found the containers in an overcoat pocket, and he told them: "I don't know how they got in my overcoat."

In court, Mr Gupta, "a man of previous good character," apologised for the offence.

A British Standard for dummies?

The possibility of laying down a standard for babies' dummies is currently being considered by the British Standards Institution, following the recent death of a baby, found by a Coroners Court to have been caused by the swallowing of a dummy's shield.

A spokesman for the BSI told *C&D* it is virtually certain that a committee will be set up to look into the problem if approaches they will make to the British Medical Association, the Royal Society for the Prevention of Accidents and other similar bodies show that dummy design as a whole is at fault.

But if it appears that a particular type of dummy is badly made, the BSI's Woman's Advisory Committee, representing most of the country's leading women's organisations, will pursue the matter independently with the manufacturers.

In the House of Commons on Monday Mr Leslie Spriggs asked the Secretary of State for Trade and Industry what standards his department applied before issuing import licences for such items as babies' rubber teats and whether his attention had been drawn to a dangerously designed rubber teat which had been imported from a foreign country.

Mr Michael Noble, Minister for Trade, replied that he could see no justification for controlling such imports in the absence of controls on their manufacture and sale in the United Kingdom.

Warning on drugs and driving

"It is hoped that doctors will not provide amphetamines for those engaged in long-distance driving," writes Sir Ronald Tunbridge in a letter in last week's *British Medical Journal*.

Sir Ronald, who is chairman of the board of science and education of the British Medical Association, states that approaches are still being made to doctors for the drugs to combat fatigue in night driving and that their use can seriously affect judgment.

Under certain conditions amphetamines can produce dangerous side effects such as hallucinations, he writes. His statement is supported by the main motoring organisations, including the Royal Automobile Club, the controlling body for motor sport.

Charter medals awarded

The charter gold medal of the Pharmaceutical Society of Great Britain has been awarded to Sir Hugh Linstead, chairman of Macarthy's Pharmaceuticals Ltd, for his "outstanding services in promoting the interests of pharmacy."

The charter silver medal has been awarded to Mr Cyril Turner, Stoke-on-Trent, "in recognition of the outstanding services he has rendered locally in promoting the interests of pharmacy."

Sir Hugh Linstead, who was secretary and registrar of the Society from 1926 until 1964, qualified in 1923. He was called to the Bar in 1929 and was member of Parliament for the Putney division of Wandsworth from 1942 to 1964. During his service in the House of Commons he served on the Wolfenden Committee on Homosexual Offences and Prostitution and on the Committee on Experiments on Animals. Sir Hugh is chairman of the Conservators of Wimbledon and Putney Commons and Master of the Farriers, Company.

Mr Turner, who qualified in 1929, is chairman of the local committee of this year's British Pharmaceutical Conference at Keele University.

Training levies to be ended?

The Government is proposing to phase out the levy-grant systems of the Industrial Training Boards after 1972-73.

The proposal is made in "Training for the future—a plan for discussion," by the Department of Employment.

The plan states that the work of ITB's in identifying their industries' particular requirements, providing advisory services, setting training standards, developing good training programmes and encouraging group schemes must be maintained and expanded.



A Kodak radiograph of the 3,000-year-old mask from the mummy of Tutankhamen. Kodak Ltd are presenting about 25 enlargements of "Sunday Times" photographs, depicting the temples on the island of Philae, for display under the colonnade of the British Museum during the Treasures of Tutankhamen exhibition which opens there on March 30

Metriation deadline stays

A White Paper issued on Monday emphasises that the end of 1975 remains the target for completing most of the change-over to a metric system of weights and measures but adds that there will be no "M-Day" similar to last year's "D-Day" switch to decimalisation.

Where many items at present may only be sold in the UK in imperial measures the Government propose legislation to permit the sale of metric packs in addition to existing imperial sizes.

For the most part the Government remains content for industry to make the change at its own pace.

Nevertheless, the White Paper maintains that there are "compelling economic reasons" for the change to metric. "Between them the countries which have gone or are shortly to go metric are already taking 80 per cent of our exports," it says.

The White Paper points out, too, that a target date of January 1, 1978, has been set by

the Common Market, after which only a prescribed system of metric units may be used throughout member states.

(Metrication. Cmnd 4880. HM Stationery Office. £0.26½.)

The 'pill' on the rates in Lambeth

Approval has been given for the supply of contraceptives free of charge to everyone attending family planning clinics in the London Borough of Lambeth, provided they live or work in the Borough.

The decision, which will take effect from April 1, was made by the Borough Council recently. Its outcome will depend on consultation with other authorities, particularly hospital and general practitioner services, now commenced.

The Council will also, from April 1, progressively assume responsibility for the Family Planning Association's clinics in Lambeth.

The objective is for Lambeth to have its own directly operated family planning service by 1974.

COMPANY NEWS

Glaxo bids: investigators named

The Monopolies Commission which is to investigate the bids by Beecham Group Ltd and by Boots Co Ltd for Glaxo Group Ltd will be headed by Sir Ashton Roskill, chairman of the Commission.

The other members of the nine-strong team are industrialists Sir Roger Falk and Mr Leslie Williams, a former deputy chairman of Imperial Chemical Industries and a former president of the Royal Institute of Chemistry, Mr Roger Opie, Professor Hart of University College, Oxford, Professor Yamey (previously known for his anti-resale price maintenance views), Mr E. L. Richards (a stockbroker), Mr S. A. Robinson and Mrs J. Inchbald.

The decision by the Department of Trade and Industry to refer the bids to the Monopolies Commission "surprised" the Boots' directors.

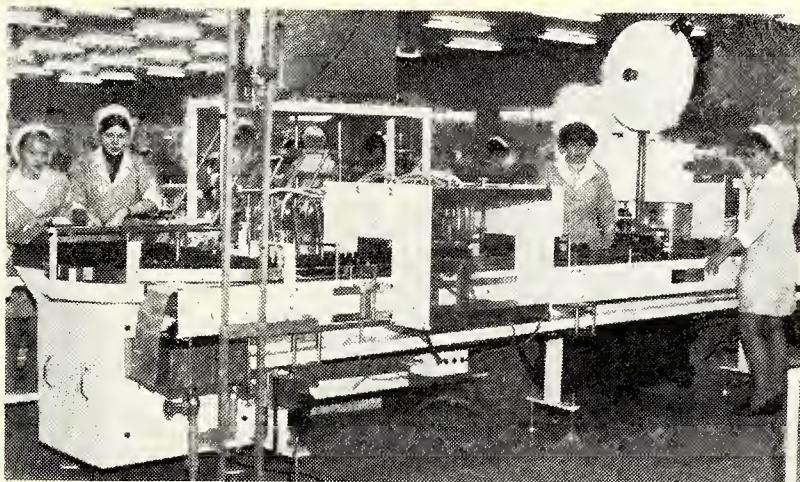
The board said they were convinced a monopoly situation would not exist in the case of a Boots-Glaxo merger. Their statement, issued last week, added: "Nor can we see that any aspect of the merger is against the the public interest. Nevertheless, if a responsible body of opinion views the merger with concern we much prefer that the proposals be thoroughly investigated and in this sense we can only welcome the decision".

Beecham said they would be happy to put to the Commission their case for a strong international pharmaceutical company that would be created by their merger with Glaxo.

The Department of Trade and Industry made the reference under Section 6 of the provisions of the Monopolies and Mergers Act 1965.

Section 6 enables the DTI to refer a merger which either creates or intensifies a "monopoly" or involves the take-over of a company which has gross assets valued in excess of £5m.

The Commission are being required to make their report within five months.



A new filling line for Septrin suspension at Wellcome Foundation's Dartford works is part of £45,000 worth of new machinery installed to meet expanding production for their pharmaceuticals

Board changes at Johnsons-HPL

Reorganisation of the board of the Johnsons-HPL Group follows a change of control under which Hestair Ltd becomes the sole shareholder.

Messrs David Hargreaves, and E. R. C. Farmer, all members of Hestair Ltd, have joined the board of Johnsons-HPL Ltd, Mr Hargreaves becoming chairman with Mr Nelligan group chief executive and Mr Farmer deputy group chief executive. Other directors are: E. P. Reuter, J. V. Bigley, A. R. Pippard, H. B. Cook.

Hoechst research unit for UK

Hoechst Pharmaceuticals, a division of Hoechst UK Ltd, are to establish a nuclear medical research centre in the new town development area of Milton Keynes, Bucks.

The first phase of the development will commence in June and is due for completion by 1974. From this stage, the size of the development will be quadrupled by the year 2000. It will represent a total investment of between £10 and £15 million.

David (Chemists) winding-up

Creditors of David (Chemists) Ltd, 146, Brent Street, London, NW4, were called together recently, with Mr Leo David, managing director, presiding, when a statement of affairs was presented showing unsecured liabilities totalling £20,049.

The company was incorporated in August 1958 and had an issued share capital of £200, held by Mr David and his wife. For many years the

trading was reasonably successful at 130 Brent Street, but in October 1969 the business was moved to 146 Brent Street, when the site of the original premises was re-developed, and in consequence the trading in that year was severely reduced and resulted in a net loss of £2,400. Subsequently losses continued.

After discussion, creditors confirmed the voluntary winding-up of the company with Mr Laurence J. Gerrard, FCA, of 1 Old Bond Street, London, W.1, as liquidator.

□ David (Pharmaceuticals) Ltd, trading as Cullimore Chemists, 54 Glengall Road, Edgware, Middlesex, state that they are not connected in any way with David (Chemists) Ltd.

In brief

Ralph Cuthbert Ltd, Huddersfield, have been acquired by Mr Harold S. Manners, FPS, Batley, Yorks, who becomes the new chairman and managing director of the Cuthbert group. Remaining on the board are J. O. Hutton, MPS and P. Marsland, MPS. A new member is Mr Hutton's son, J. R. Hutton.

Bowman's (Chemists) Carlisle have acquired the business of C. J. Pattinson, 44 Blackwell Road, Carlisle, the proprietor of which, Mr J. D. Pattinson, will continue with the new owners.

British-American Tobacco Co Ltd: Of the £1,846.72m group turnover in the 1970-71 fiscal year, perfumery and cosmetics accounted for £39.73m (£38.46m in 1969-70).

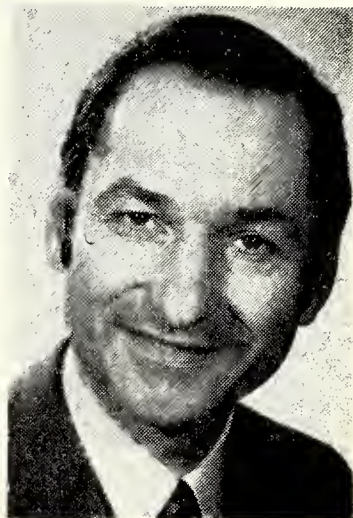
Reckitt & Colman Ltd are negotiating for the purchase of a West German toiletries manufacturer, Olivin of Wiesbaden which has annual sales around £10m.

Appointments

Burroughs Wellcome & Co: Mr F. Hickson BSc (Pharm), hospital representative in South London has been appointed senior medical representative for the company in Nigeria. Pharmacia (Great Britain) Ltd: Mr B. Pearson, formerly sales manager has been appointed marketing manager. Mr M. Jacobs, formerly field sales manager has been appointed sales manager. The following have been appointed to the position of regional supervisor: Messrs F. J. Radcliffe (North), R. M. Auld (South) and D. M. Douglas (Ireland).

Cow & Gate Baby Foods have appointed the following new area sales managers; Messrs J. A. Trump (for the South-west and South Wales); R. Allman-Smith (North-east, Scotland and Ireland); B. R. Ware (Midlands); R. Gunnee (Yorkshire, East Midlands); W. S. Austin (North-west) and A. C. Simcox (London, Home Counties). The Trufood sales force was integrated into the Cow & Gate selling operation on February 1.

Polaroid (UK) Ltd: Mr Harry Allen, general manager for the past four years, has been appointed to the board as managing director. Heading the manufacturing and marketing divisions, Polaroid has now appointed two general managers. Mr John P. Oliver, former marketing manager, is now general manager—marketing and the new general manager—manufacturing is Mr Rob MacLean former factory manager in Scotland, who now takes on the added responsibility of Polaroid UK camera and sun-glass manufacturing.



Mr H. Allen

PEOPLE

Mr C. A. Johnson, scientific director of the British Pharmacopoeia Commission, is to receive the 1972 Harrison Memorial Medal "for his contribution to the science of pharmacy".

Mr Johnson was for some time senior assistant in the laboratories attached to the scientific publications department of the Pharmaceutical Society, and left Bloomsbury Square in 1954 to become head of the analytical development group of the Boots organisation. He was appointed to take charge of the laboratories of the BP Commission in 1963.

Mr John Salmon, MPS, 55 High Street, Clydach, Swansea, has just retired after fifty years in business on his own account. Mr Salmon was a member of the Glamorgan Pharmaceutical Committee and its chairman in 1969. Outside pharmacy he was a well-known chorister and played an important part in the organisation of musical events in the Swansea area.

Mr. Stuart Hardy, marketing service manager at Lilia-White (Sales) Ltd, Birmingham, has had conferred on him the degree of master of science. Before joining the company last year Mr Hardy won a two-year research scholarship in market research to work for his thesis at the University's Department of Management Sciences.

Deaths

Hill: Recently, Mr Thomas William Hill, 70 Welbeck

Street, Whitwell, Derbyshire, aged 62. Mr Hill qualified in 1938 and worked in London, Chipping Norton and Leamington Spa before he moved to Whitwell 15 years ago. At the time of his death he was chairman of the local branch of the National Pharmaceutical Union and of Derbyshire Hospital Committee.

Whitwell: On February 1, Mr Douglas Alwyn Whitwell, 91 West Road, Bourne, Lincs, aged 70. Mr Whitwell, formerly of Oundle, Northants, qualified as a pharmacist in 1925.

NEWS IN BRIEF

□ Total number of prescriptions dispensed in Northern Ireland during October 1971 was 852,360.

□ The Home Secretary has withdrawn authorities to possess, supply and prescribe Dangerous Drugs from Dr Ian Ivor Maynard MacGregor, 17 Hope Street, Edinburgh 15, and from Dr Joseph Graham Meidlinger, Princess Beatrice Hospital, London SW5.

□ Following correspondence in the *Daily Telegraph* complaining that 5ml spoons were transparent, a Sussex mother wrote to say that she had reverted to using an ordinary teaspoon after her two-year-old daughter had bitten an NHS spoon in half.

□ Shopping precincts can pose a particular fire problem says the Fire Protection Association. Restricted access for fire engines, the "wind tunnel" effect through the covered way and suspended wooden ceilings can make fire-fighting more difficult. The Association would like to see more thought to this during design.

Topical reflections by Xrayser

Posers

I think it was in *Punch* that there once appeared a series of drawings under the heading (if memory serves), "Entertainments at which we should like to have assisted." (I have little doubt that some of your correspondents will point out where my memory does not serve.) One of the drawings was entitled "Competition night at the Pharmaceutical Society" and it depicted a number of our brethren wrestling, in various positions, with the perpetual problem of reading medical prescriptions.

Why the execrable handwriting of some physicians should be regarded as amusing is something I have long pondered. It has been a source of irritation over many years, and in recent times it has become a matter of grave danger when so many products bear only a single name; and so many names have been coined that, on occasion, the difference between one and another is slight. The risk was less in the days of extemporaneous prescribing, for a prescription for half-a-dozen ingredients usually produced a pattern which led to elimination, deduction and elucidation.

Such is not the case with many of the prescription posers you publish, and that of last week was no exception. To me, as to the correspondent who sent it, it is quite indecipherable. I would hazard a guess that the patient was to have one hundred of each of the unknown, but even that is conjecture, for the figures themselves are carelessly written. There is no excuse for such slipshod practice, and something of the kind seems to have resulted in the appearance of a pharmacist before the Statutory Committee at a recent meeting (page 173).

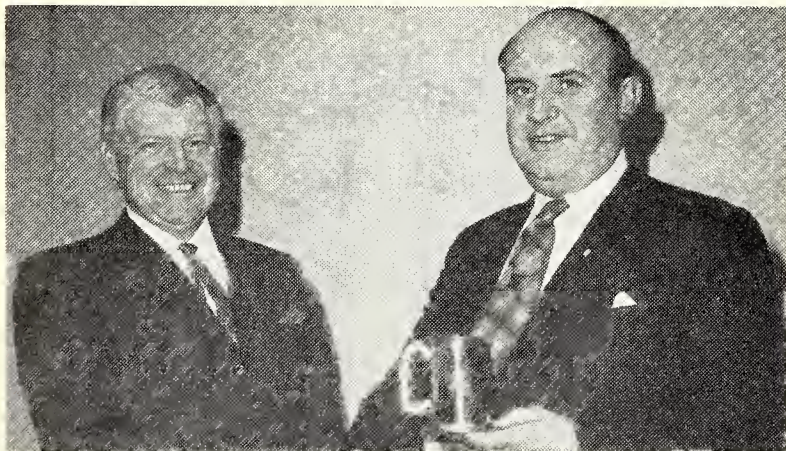
The inability to communicate by putting pen to paper is not confined to the doctor—even my Inspector of Taxes finds it advisable to have his signature clarified by his typist—and I have seen some labels produced in the pharmacy which left a good deal to be desired and even more to the imagination. I frequently find a marked contrast between the signature on the back of an exempt prescription and that of the doctor who, in most cases, has had a better education than the claimant.

Other times

The concern of pharmacists over the imposition of VAT and the probability of its being superimposed on goods which have already paid purchase tax is understandable. Yet the principle involved is not unknown in modern business. On the strength of a sales campaign in Press and television, added to a name in the cosmetic field which has been not without honour and prestige, I took into stock a new range of goods. The goods were well advertised and sold well enough to justify a repeat order. The range has since been discontinued and, I am now informed, it is not the firm's policy to allow the unsold goods to be taken back for credit or replacement. It will not be my policy to listen to any enthusiastic sales talk when the bell rings for the next round.

A breather

To continue in the boxing metaphor, it looks as though the battered contestants in the big fight between Beecham and Glaxo are to have time to lick their wounds, for the whole thing has been referred to the Monopolies Commission. So far, the exchanges have not been edifying, even if the purses keeps increasing. There is now to be at least a breather.



At a recent Hall Bros sales conference, Mr John McCormack, director of sales, and his sales force were congratulated by managing director Mr E. S. Schofield for achieving record sales of 1,000,000 boxes of Dentyne chewing gum. Here, Mr McCormack receives a "Dentyne millionaire" tankard from Mr Schofield

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NEW PRODUCTS AND PACKS

Ophthalmic

Artificial eye lubricant

A new ophthalmic solution has been developed in the laboratories of Contactasol Ltd, to lubricate, clean and render hydrophilic, plastic artificial eyes. Issued under the title Solpro, its action of wetting and lubricating the acrylic plastic eye enables the prosthesis to settle more quickly and be more comfortable when inserted wet rather than dry. Pack is a cartoned bottle of 15ml (£0.45).

Contactasol are distributing Solpro through optical and pharmaceutical outlets (Contactasol Ltd, 2 Portsmouth Road, Kingston-upon-Thames, Surrey, KT1 2LU).

Electrical

Ekco's 'girl in bed' theme

Ekco have redesigned the packaging for their range of underblankets to incorporate the "girl in bed" theme, currently used on the overblanket cartons.

On the reverse side of the new containers, a full colour advertisement is printed featuring Hostess heated food cabinets, trolleys and trays, which is believed to be the first time an electrical manufacturer has used a product's packaging to boost other items in their range. This year, their underblankets will be available in single and double models in three price ranges, with overblankets in single, double and twin sizes (Ekco Heating & Appliance Division, Pye Ltd, Drury Lane, Hastings, Sussex).

Sundries

Angora wool garments

A range of angora wool health underclothes is being introduced to the British market through chemists under the trade name Medima.

Medima garments, constructed of a downy wool fabric woven into a central Dralon core, are designed to help maintain an even body temperature, which is claimed to be beneficial in the alleviation of pain and stiffness in rheumatic conditions.

The material is said to mop up perspiration as it occurs, preventing sudden loss



of body heat, perspiration dampness and unpleasant body odours. The moisture then evaporates from the outer layer without any dangerous chilling of the body, while the insulation properties of the garments give protection from outside cold or heat.

The wide range of garments is offered for children and adults, including vests, pants, mittens, and bed socks, at suggested retail prices from £2.10 to over £19.

Although single items are available, stockists carrying a wide range will be supported with co-operative local advertising and display pieces (Medima (UK) Ltd, 604 Fulham Road, London SW6 5RR).

Cosmetics and toiletries

National launch for US

Johnson Wax Ltd, Frimley Green, Camberley, Surrey have announced the national launch of their US anti-perspirant and US herbal bath, following two years' test marketing in the Southern and London TV areas.

The description deodorant has been dropped from the anti-perspirant, which comes in 6oz (£0.45) and 8oz (£0.55) cans and has been accepted by both men and women, mainly in the 16 to 24 age group, according to the makers.

There have been some changes in US herbal bath before this launch; the colour is now green and although the ingredients remain the same, it has a new perfume and a richer and thicker foam designed to soften the skin. Both products will receive large advertising backing, through consumer offers, television commercials and trade incentives.

Correction

Under the heading Prescription Specialities (C&D, January 29, p127), the strength of Dome Laboratories new Tridesilon cream was incorrectly stated. The cream contains 0.05 per cent of active steroid. We regret any inconvenience caused by the error.

The manufacturers have subsequently informed C&D that the approved name desonide has been adopted for the steroid, previously referred to as desfluorotriamcinolone acetone.

TRADE NEWS

Carrousel now called Gerbera

Orlane have announced that their range of spring-summer make-up cannot be called Carrousel in this country (see C&D, January 1, 1972, p8), due to copyright difficulties, and so has been renamed Gerbera. Distributors in Great Britain are Sirex Ltd, 125 High Holborn, London WC1.

Size withdrawn

ICI Ltd Pharmaceutical Division, Alderley House, Alderley Park, Macclesfield, Cheshire, have withdrawn the 100g pack of Sulphamezathine powder. Supplies of the other pack size, 500g, will still be readily available.

Two from Unichem

Now available nationally are two products from Unichem Ltd, Crown House, Morden, Surrey. They are Epomol anti-septic cream (£0.14) and Unichem golden eye ointment (£0.12½).

Polaroid: New models and prices

In a letter to its camera stockists, Polaroid (UK) Ltd, Rosanne House, Welwyn Garden City, Herts, add a warning of further price increases, affecting the 300 series folding pack cameras, type 20C Land film (used in the Swinger/Swinger II Cameras) and three types of 5 x 4 single shot Land filmpackets, which will come into effect during April. Current stocks of those products are enabling the company to hold off the price increases on these products until that time.

Polaroid have also advised that they are ceasing production of the Colorpack II camera, and give advance notice that three new Polaroid cameras will be introduced in April. No details of the cameras are given except that all will have suggested retail prices below £20.00.

Now under trade mark

The Orford Company, PO Box 1, Coldstream, Berwickshire, point out that they have been manufacturing a watery mouth drench for young lambs for the past 10 years and are now issuing it under the trade mark Colostrene. The formula is: Magnesium sulphate 2 drachms, glucose monohydrate 1 drachm, sodium citrate 5 grains, spirit aether nit 30 minims, Golden syrup 96 minims, liq tartrazine co 10 minims, liq amaranth 1 minim and aqua chlorof to 30 ml. The preparation is packed in cartons of 12 30 ml-bottles (£2.45 per carton).

A successful range

Just nine months after launching their range of Aronde toiletries, all at £0.10, the manufacturers, Columbia Products Co Ltd, Ryde, Isle of Wight, reported out-

Bonus offers

Interfran Product Management Ltd.
Sunley House, Bedford Park, Croydon
CR9 2DB. Mitchum hand lotion (until
February 28), Esoterica Original, Eso-
terica Facial, Esoterica Fortified, Esoterica
Special, Mitchum anti-perspirant liquid,
cream, spray. 14 invoiced as 12 (until
March 31).

PROMOTIONS

Elizabeth Arden 'try trio'

"Try trio" packs are being distributed by Elizabeth Arden for a springtime boost in May for some of their most famous preparations.

There are four packs (£0.67), each containing three items which are a little larger than those used for the travel packs. Try Blue Grass consists of Flower Mist, dusting powder and hand lotion, as does Try Memoire Cherie; Try make-up contains Velva moisture film, illusion foundation and Miss Dawn lipstick, while Try skin care has milky liquid cleanser, skin tonic and velva cream (Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE).

Mitchum Press campaign

The Mitchum range of products is currently being boosted via the consumer Press with advertisements for Branchair, the hair lightener for face, arms and legs which contains no ammonia or peroxide, appearing in the *Sunday Express*, *News of the World*, *Woman's Weekly* and *People's Friend*.

Esoterica can now be seen in the *Sunday Express*, *Sunday Times*, *Radio Times*, *Daily Mail*, *Daily Telegraph*, *Woman's Weekly*, *My Weekly*, *People's Friend* and *Woman*, while there are insertions for Mitchum anti-perspirants in *TV Times*, *Radio Times*, *Sunday Express*, *Sunday Times*, *News of the World*, *Sun* and *Reader's Digest* (Interfran Product Management Ltd, Sunley House, Croydon CR9 2DB).

New Freedom coupons

More than 4,000,000 10p coupons, redeemable against either New Freedom towels or pants, are being distributed in 17 magazines during this month and next. As this campaign is being aimed mainly at young girls, the publications selected are *True Romance*, *True Story*, *Woman's Story*, *Cosmopolitan*, *FAB 208*, *Honey*, *Jackie*, *Romeo*, *True Magazine*, *Valentine* and *Vanity*.

During the same two months, there is a 10p voucher for every five packs of Kleenex toilet tissue, redeemable against the product, along with a 3p on pack coupon on Kleenex facial tissues, redeemable against that same brand.

The drive is being backed by full page advertising in *Family Circle*, *Reader's Digest*, *True Story*, *Woman's Realm*, *Woman's Weekly*, *Woman and Home*, *Woman's Story*, *True Romance*, *Woman* and *Peoples' Friend* (Kimberly-Clark Ltd, Larkfield, nr Maidstone, Kent).

Press advertising for Syntex

An extensive promotional and marketing campaign for Syntex skin care products is planned for this year, the first phase being advertisements to appear in a total of 150 million issues of leading weekly and monthly women's magazines between March and July (Syntex Pharmaceuticals Ltd, Maidenhead, Berks).



Money off Efferdent

Lambert Chemical Co are distributing a limited number of special two-tier display units for Efferdent, containing six packs of 36s, eight packs of 20s and 16 packs of 12s. All packs are to be offered at prices reduced by £0.04, £0.03, and £0.02 respectively (Lambert Chemical Co Ltd, Eastleigh, Hants).

Lastolita's 19 million

Over 19 million women readers will be reached during the current advertising campaign for Lastolita, the lightweight elastic stockings and tights. The publications involved are *Radio Times*, *The People*, *Daily Mail* and *Daily Express* (Lastonet Products Ltd, Redruth, Cornwall).

Kick off for Contac

Advertisements for Contac 400 were seen by more than a quarter of the British population last weekend, claim Menley & James, who took space around the pitches of the Wales-Scotland Rugby International and the Reading-Arsenal football match.

Ian Campbell, group product manager, said the two events almost completely covered the target audiences—under 34, male, and in the top socio-economic groups (Menley & James Laboratories, Welwyn Garden City, Herts).



Coty's schemes for assistants

Assistants in independent chemists are now participating in two competitions run by Coty, who feel that salesgirls deserve special attention for their selling effort.

The "sales scheme" for Originals an Equatone carries prizes of a 20 micro wristwatch or Binatone two-wave transistor radio, while a display contest, associate with Emeraude perfume, includes prize of £100 for each of the best entries in the north, and south, plus 130 prizes of £10 to be distributed nationally (Coty Ltd, Great West Road, Brentford, Middlesex).

Consumer offers

□ Arrid Extra Dry deodorant anti-perspirants are carrying 5p off the 130g size of standard and unscented aerosol and new 42g roll-on (Carter-Wallace Ltd, Wear Bay Road, Folkestone, Kent).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except Sc, G, E

Askit powders: Sc, G

Breck Basic: WW

Buttercup syrup: Lc, Y, NE

Elnett Satin: All except E, CI

Famel adult cough syrup: All areas

Man size Scotties: All except E

New Bristows: All except E

Optrex: Ln

Phensic: Lc

Protein 21: All areas

Radox salts and liquid Radox: All except U, E

Reban treatment shampoo: All except E

Signal: All except NE, E

SR: All except E

Sunsilk shampoo and hairspray: All except E

Tegrin medicated shampoo: All except E

COMMENT

A welcome development

A quiet but nonetheless radical revolution in the profession of pharmacy in Great Britain could come from the decision of the Council of the Pharmaceutical Society to form within the Society's membership a group devoted to the interests of those pharmacists who work in industry.

At the turn of the century most companies in the pharmaceutical industry were owned and personally controlled by pharmacists. No pharmacist at that time could qualify other than after apprenticeship in retail pharmacy, bound by indenture or some similar document to his master, a registered pharmacist.

Communication from one generation of pharmacist to the next was total. No matter where in industry or other branch of pharmacy outside retail the pharmacist might finally settle, his understanding of and sympathy for the problems of the majority of pharmacists (the retailers) never left him.

The companies in the industry were comparatively small and most of the manufacturers were also wholesalers. The communication from retailer to wholesaler and back again emphasised the totality. Not so today; the immense technical success of the industry with its attendant profitability, has attracted men from many walks of life and the pharmacists of this generation in industry are members of teams of specialists, among whom there will be a majority who have never stood behind any retail counter; who will, indeed, be puzzled or amused by the retail origins of their older pharmacist colleagues. Some of these pharmacists will have been persuaded by social pressures at the higher levels in industry to turn their backs on their own retail background and on their retail colleagues of today.

A gap to be narrowed

The younger pharmacists in industry have never known retail apprenticeship or the experience of being an improver (that word itself is moribund). The consequence is a widening gap between pharmacists in industry and their colleagues in retail and hospital pharmacy (the vast majority of all pharmacists and not inaccurately to be thought of as the rank and file). The economic pressures in retail pharmacy in Great Britain, with its lack of any monopoly of dispensing or of the supply of medicinal substances, compel most retail pharmacists to spend too much of their time on matters which are professionally irrelevant. They must attend to frankly commercial matters of an entirely non-pharmaceutical nature when they could be studying the advances which continue to be made in therapeutics and in the development and use of new drugs.

The only pharmacist with time for continuous and deep study are the small number in teaching and the large number, always increasing, in industry. But it is not only in technical matters that pharmacists in industry are the spearpoint of our profession. Many pharmacists in industry, again thanks to formative years behind the counter, have launched out into sales and into "management".

From there, and from the technical departments, some

reach general management and beyond. These few but powerful men become habituated to the company of leaders in other fields. This gives them an *entrée* to corridors where pharmacists are seldom seen. If more of these men and women, technical and administrative, can be encouraged by the formation of this new membership group to lend their weight, knowledge, experience and social and professional contacts to a body which has for too long looked at most problems mainly from a retail angle, then there is hope that the profession in Great Britain may sooner than was expected parallel the profession in other parts of Europe, to say nothing about our place among other professional groups in our own UK community.

The Council is to be congratulated on this step, let us hope that is not being taken too late, when some of the younger graduates in pharmacy working in industry have already, and perhaps irrevocably, rejected membership of the Society.

Planning responsibility

In a week when campaigners in one London borough have been handing out free contraceptives to passers-by, and another's council has given the go-ahead to a free-contraceptives-for-all scheme (p 186), the Pharmaceutical Society has released the text of its proposals for the supply of oral contraceptives under NHS part IV services (p 199).

The memorandum, which has already been discussed with Department of Health officials, sets out a workable scheme whereby "repeats" can be built into the NHS prescription system, and on that aspect the Society's views will no doubt be given due weight. But whether its views on the principle of "free" contraception for social purposes will be regarded as being without bias—since some pharmacists stand to gain by the scheme's adoption—remains to be seen.

That is unfortunate, for the Society, representing the profession as a whole, has a right and a duty to be biased on this question, as a matter of public interest. With increasing pressure being brought to bear on local authorities to fulfil their responsibilities under the recent Family Planning Act, advice on contraception will be increasingly channelled to those in the lower socio-economic groups who need it most. And in turn, that means—under the present system—more clinic dispensing of potentially harmful drugs by unqualified people, albeit under medical "supervision".

There is a danger that as the quantities involved become greater, and the number of patients increases, there will be a tendency for the public to view the ready-packed oral contraceptive as no more dangerous than a packet of cigarettes. That situation must not be allowed to materialise—and it can best be avoided by making the clinic output prescriptions which can be dispensed on the same terms as any other issued under the NHS.

It can also be predicted that more women would visit their family doctor for advice when they no longer had to be counted as "private" patients.

PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

More drug stores using restricted titles

The number of "drug stores" displaying signs with modifications of the words "pharmacy" and "chemist" has increased considerably recently, it was reported to last week's meeting of the Pharmaceutical Society's Council.

The chairman of the Law Committee, Mr C. C. Stevens, said the Committee had discussed whether or not proceedings should be instituted against those using such signs, under Section 19 of the Pharmacy Act, 1954. Section 19(2) which makes it an offence for anyone to use "any title, emblem or description reasonably calculated to suggest that . . . any person employed in the business possesses any qualification with respect to the selling, dispensing or compounding of drugs, or poisons other than the qualification which he in fact possesses."

It was recommended that letters should be written to all "offenders" requiring them to remove such signs. In any cases where this course did not prove effective, legal action would be considered. In the light of the results of any such legal action, representations might be made for appropriate regulations to be introduced or further statutory protection to be sought, if necessary.

Mr Stevens said the Committee had deliberately recommended a course of action in which it could not guarantee a successful result. However, the trend had increased in recent years for people to use signs approximating to pharmacy. The Committee felt that not only was the status of pharmacy being undermined but the public were being misled and prejudiced.

A legal ruling?

It was not certain how far the powers that existed under the Pharmacy Act would extend and the only way to obtain an answer was to seek an interpretation in the courts. If the Society were successful, well and good. If it were unsuccessful, now was the time to get a decision and to approach the Department of Health on the matter. The Committee felt that it could not approach the Department with a view to having any deficiencies in the Act remedied until all existing powers had been exhausted.

The New Legislation Committee had received information from the Central NHS (Chemist Contractors) Committee that about 15.4 per cent of prescriptions that required a dose to be stated did not in fact do so. The information had been sought in connection with a possible submission to the Medicines Commission that there should be no regulations relating to dosage under the Medicines Act.

The Science Committee decided there was sufficient evidence available on interactions between monoamine-oxidase inhibitors and pickled herrings for the

Society to suggest to the British Medical Association that pickled herring should be added to the foods listed on the MAOI warning cards.

Sales of large quantities of $\frac{1}{2}$ gr codeine phosphate tablets to one individual from two pharmacies had been discussed by the Ethical Committee, reported the chairman, Mr W. A. Beanland. One pharmacy had sold between January 1969 and September 1969 about 15,000 of the tablets while a second pharmacy had, between July 1970 and November 1971, supplied about 20,000 of the tablets, in each case to the same individual.

In addition, one of the pharmacies had supplied tablets on a number of EC10 prescriptions each for 300 $\frac{1}{2}$ gr codeine phosphate tablets. The individual concerned had also been obtaining supplies on prescription from other pharmacies.

Inspector's visit

One of the Society's inspectors had visited the doctor concerned who had explained that the individual who had had the tablets had at one time been addicted to pethidine and that he, the doctor, regarded codeine as being harmless and could see no reason why it should not be supplied. Both pharmacists had now agreed to stop the sales.

The Committee thought it wrong to supply any medicinal tablets in such quantities whether or not they contained a substance the subject of addiction, unless the customer was having regular medical treatment and obtaining the tablets on prescription.

It was recommended that letters should be sent to the pharmacists concerned expressing disapproval. It was not for a pharmacist to attempt to take upon himself the responsibility for controlling supply of a drug known to have addictive properties.

After discussing a paper prepared by Mr Stevens on registered titles and business names of authorised sellers of poisons, the Ethical Committee recommended that no objection should be made to the use of the names of places, streets, etc, in descriptions of pharmacies, unless it was clear that an invidious distinction would arise from their use.

Council expressed strong disapproval of proposals by a pharmacist to alter and to rent part of the premises owned by his company to a practice of doctors. The Committee was told that the lease on the doctor's existing business might not expire until 1975 and it was not certain, as had

been suggested by the pharmacist, that the practice would move to a different area if the company was unable to provide accommodation; also, there appeared to be other premises available for purchase in the area which might be suitable for the doctors' use.

Means of alleviating the problems of private general practice pharmacists in relation to pre-registration experience should be investigated, the Education Committee decided. The general practice sub-committee was asked to consider the matter.

The Committee recommended that all lecturers to postgraduate courses for pharmacists in connection with Part IV services under the National Health Service should be paid on the same scale, and that there should be a uniform practice in the matter among all regional Committees. Information should be obtained on the cost of such courses before any negotiations commence with the Department of Health for a revision of the scale of course grants.

The booklet on pre-registration experience which had been produced by the Society should be circulated each year to all final year students in the United Kingdom through heads of schools, it was recommended. It would include an amendment, accepting that hospitals with a limited range of specialities could offer a broad range of pharmaceutical experience.

The Chelsea College MSc—DCC course in pharmaceutical technology was approved for the purposes of pre-registration experience under the new bylaws.

New group for pharmacists in industry

The Organisation Committee recommended that a membership group should be formed for pharmacists engaged in industry. A draft constitution for the group was considered and an inaugural meeting, at which the President would take the chair, would be held during May.

To ensure the greatest efficiency in handling the increasing volume of business by Council committees, it was decided that working parties would be appointed only in exceptional circumstances and when an appropriate subject was proposed by a standing committee. Working parties would meet as and when required, but not during the normal Council meetings. Meetings of the Benevolent Fund Committee would be held every other month, alternating with meetings of the Science Committee. The Publications Committee would be amalgamated with the Finance and General Purposes Committee. The financial officer and the publications manager would be joint secretaries to the Committee, each dealing with items relevant to his duties. The timetable of the Committee meetings would be re-

arranged, but there would be no change in the size of the Council, in the frequency of Council meetings or in the distribution of Council papers. It was also recommended that whenever possible a Council member, before raising any matter in a Committee or Council meeting that was not on the agenda of that meeting, should consult the appropriate member of the Society's staff.

A document incorporating the Society's comments on the report "The organisation of group practice," produced by a subcommittee of the Standing Medical Advisory Committee, was approved for submission to the Department of Health. Disapproval of the practice of labelling dispensed medicines by inserting a loose label inside the container was expressed by the general practice subcommittee. It was also pointed out that when such labels, even if properly attached, were used inside an amber container which might well be the container of choice, the directions were very difficult for the patient to read. It was also considered that the use of labels printed with a series of "directions," those which were inapplicable being deleted when the medicine was dispensed, was not good pharmaceutical practice, particularly as the overall appearance was untidy.

Data sheet wording

The Department of Health was proposing to include on medicines data sheets for human medicines an item reading "pharmaceutical preparations (including diluents and admixtures)", the Practice Committee chairman, Mr Bloomfield, reported. The Society had written to the Department suggesting such an inclusion. The Department had replied that the problem of diluent recommendations had also been raised by the Medicines Commission and it was proposed that such an item should be included on data sheets. It was decided that it should be suggested to the Department that additional headings should be included on the data sheets covering mode of action and chemical and physical properties; and, that while manufacturers should be permitted to include literature references, such a heading should not be compulsory because of difficulties of restricted space and the problem of keeping references up to date.

The question of dispensing by doctors was under consideration by the Department of Health, Sir Keith Joseph had announced in a Parliamentary reply on February 1, it was reported.

A health centre 'distress' fund

The proposal by Mr D. H. Maddock that a fund should be set up to help pharmacies "in distress" due to the reorganisation of a general medical practice was considered by the Practice Committee (see *C&D*, January 8, p43). Mr A. Howells pointed out that there was nothing new in the proposal that there should be a "compensation fund" for the proprietors

of pharmacies. Years ago, it had been recognised that difficulties would arise when many of the pharmacy businesses established after the 1914-18 war came on to the market for sale. But, he said, it had soon become clear that there were many insurmountable difficulties associated with any proposed compensation scheme. One important aspect was that it would be virtually impossible to control satisfactorily the circumstances under which the payments from such a fund should be made.

The Committee accepted the view, expressed by the chairman, that if it was proposed, as Mr Maddock had done, that the capital for a compensation fund of the kind envisaged was to be raised wholly or partly from compulsory or

voluntary contributions from chemist contractors then, in the first instance, the matter would be one for the Central NHS Committee. If the Central NHS Committee decided to investigate the possibility of establishing a "compensation fund" the Society would be willing to give any help it could.

A proposal from a branch that a replica should be made of each Charter medal to be presented with the original, to be worn on appropriate pharmaceutical occasions was turned down. It was pointed out at the Organisation Committee meeting that the Charter medal had not been designed to be worn. The Committee was, in principle, against the production of replicas of any of the Society's medals for that purpose.

'Oral contraceptives on the NHS' call from Society

Oral contraceptives for social purposes should be made available through pharmacies under the National Health Service, the Pharmaceutical Society says in a memorandum to the Department of Health and Social Security.

The Society contends that an extension of the use of oral contraceptives would be the most important single factor leading to the successful implementation of the Government policy of limiting population growth. "If oral contraceptive tablets were available, under proper control, through the NHS general medical and pharmaceutical services, more women would be encouraged to seek advice. In addition, those in the greatest need—the lower income groups—would benefit as they would probably be more willing to seek advice from their general practitioner than to attend a family planning clinic," says the memorandum.

Supply of tablets from a pharmacy rather than from a clinic which may be situated some distance from the patient's home would, it is said, also benefit the public, especially those who cannot afford to pay for more than one or two months' supply at any one time.

The Society considers that ideally the maximum quantity of tablets that should be given on any one occasion is one month's supply, but it is prepared to accept that for reasons of economy, particularly the time required by the medical practitioner to examine patients, two months' supply might be given.

Outlining a proposed scheme for supply of oral contraceptives under Part IV services, the memorandum says that if the doctor decided that oral contraceptive tablets should be prescribed, his prescription would be written on a special form (EC10 [FP]) similar to form EC19, which would provide a total of three prescriptions. The doctor would write one month's supply (meaning in practice that the patient would have a prescription providing 3 x 1 month's supply) if he wished the patient to revisit him after three months, and two months' supply (3 x 2 months' supply) if he intended the patient to revisit him after six months.

An arrangement is envisaged under which the prescriber would sign only the

top copy of a "set" of prescription forms. The patient would present the prescription at any pharmacy in the usual way and would pay a prescription charge, subject to the usual exemption provisions. The pharmacist in the first pharmacy at which the prescription was presented for dispensing would check that the top copy had been signed by the doctor but would, in fact, detach and retain the third copy, which would bear a carbon copy of the doctor's signature. In the same way, the second copy would be retained on the next occasion the prescription was presented for dispensing.

Prescriptions would be submitted by the pharmacist to the Pricing Bureau in the usual way, but in a separate bundle, at the beginning of each month.

"It is submitted that the proposed scheme would bring substantial benefits in terms of convenience to patients and would benefit the community as a whole by encouraging an increased use of effective family planning methods."

In considering the cost, the memorandum concludes, "It has been stated that there are at present 230,000 unwanted pregnancies every year and these have to be coped with either by way of adoption or by the use of maternity facilities. In addition, the cost of maternity allowances, family allowances, welfare services, educational facilities and housing, have to be included in the calculations."

Irish Society fees: a correction

The Minister for Health has not yet given approval to the new scale of membership subscriptions and retention fees submitted to him by the Pharmaceutical Society of Ireland.

Due to a printing error, the contrary impression was given by our report on January 29 (p 138).

NI Council starts inquiry into rationalisation of pharmacies

A committee to determine how many pharmacies should be sited in Northern Ireland, in order to provide an adequate pharmaceutical service, has been set up by the Council of the Pharmaceutical Society of Northern Ireland.

At its January meeting in Belfast, a report was received of a meeting that took place on January 5, between representatives of the Council and officials of the Ministry of Health and Social Services, about the proposals submitted for limitation of contract and rationalisation of the pharmaceutical service. The president said it had been pointed out to the pharmacists that the proposals amounted only to a plan for limitation. In return, the delegation from the Council had maintained that limitation was a condition that should be a prelude to rationalisation.

There could be no satisfactory plan for rationalisation without some form of limitation. The matter was being carefully considered by the Ministry in the light of the points raised in the course of the discussion.

An earlier investigation

The secretary said he thought some work should be put in hand to determine how pharmacies should be sited throughout Northern Ireland to give an adequate pharmaceutical service. Mr T. I. O'Rourke pointed out that a subcommittee of the Pharmacy Practice Committee had done a great deal of work along these lines some years ago.

The secretary said that this was so, but what was required was to use the areas controlled by the area boards to be set up under the scheme for restructuring the personal health and personal social services. If the population in various districts could be determined it should be possible to say how many pharmacies were necessary based on 5,000 to 6,000 people per pharmacy.

It was agreed that Messrs W. T. Hunter, T. I. O'Rourke, J. Kerr, J. C. Coll, T. G. Eakin and the secretary should form a Committee to carry out the work.

The president and Mr G. E. McIlhagger reported on a meeting held on January 12, 1972, to discuss with officials of the Ministry of Health and Social Services the plans for restructuring the personal health and personal social services. Certain proposals had been submitted on behalf of pharmacists and these were now being considered. Mr McIlhagger said he thought the meeting had been extremely useful and he thought the suggestions made would receive sympathetic consideration.

A letter from the East Belfast branch of the Ulster Chemists' Association was read concerning forged prescriptions and the banning of amphetamines in pharmacies. The secretary stated that the ques-

tion of agreements whereby doctors would not prescribe and pharmacists would not stock amphetamines had been discussed at a meeting with representatives of the Northern Ireland Branch of the British Medical Association early in 1971. In June, 1970 the Association had advised all doctors in Northern Ireland to limit to the utmost the prescribing of amphetamines but it appeared that some doctors had not accepted the advice that had been given.

Mr T. G. Eakin thought it would be difficult to make a doctor keep his pads of health services prescription forms in a locked drawer to prevent their falling into unauthorised hands. Mrs C. B. A. Watson said that agreements between doctors and pharmacists about the non-prescribing and non-stocking of drugs were on a local basis. She suggested the name of a doctor in the area who could be approached with a view to an agreement being made.

It was also agreed to suggest to the branch that the Drug Squad and the Pharmacy Inspector should be contacted immediately if a forged prescription was presented for dispensing. Mrs Watson pointed out that an added difficulty for the pharmacist was prescribing by a locum doctor. One had to be careful that all the necessary inquiries were made before calling in the Drug Squad.

The reports of the Finance, House and General Purposes Committees were adopted. Regarding the latter the president pointed out that a member of Council other than the chairman of one of the Council's Committee had still to be appointed. It was agreed to appoint Professor P. F. D'Arcy to fill the vacancy.

A new prize for students

A letter from the honorary secretary of the Society of Pharmaceutical Students was read expressing appreciation of the Council grant toward the cost of the visit of a party of students to drug manufacturing companies in Great Britain during the Easter vacation. The secretary reported that Boots Co Ltd had very kindly agreed to offer a prize for the project undertaken by pharmacy students in the final year of the degree course.

A discussion took place on the Society's representation at conferences of the International Pharmaceutical Federation. The president said that Mr H. G. Campbell had acted as the Society's delegate in the past and had attended meetings of the Federation's Council, but the Society had not been represented at the 1971 conference in Washington. Mr J. L. McIntyre said he appreciated all that Mr Campbell had done but he felt the representative should be a member of Council who was familiar with the various changes taking place, or proposed, in pharmacy in North-

ern Ireland. The president asked Professor D'Arcy if he would be able to act as the Society's delegate at the conferences which were usually held early in September.

Professor D'Arcy said he would be very pleased so to act and if required, from time to time, to present a paper. He understood the 1972 meeting would be held in Portugal and he would attend as the Society's representative. It was agreed to inform the secretary of the International Pharmaceutical Federation of Professor D'Arcy's appointment.

The accounts of the Northern Ireland Chemists' Benevolent Fund for the year ended December 31, 1971, were received. Income, at £1,581.57, exceeded grants made by £779.57. The assets of the Fund now totalled £11,270.35. In reply to a question, the honorary treasurer said that more than half the investments costing £10,233.15 consisted of gilt-edged securities. The remainder were equities purchased with a view to capital appreciation. Over the past five or six years their value had almost doubled. The president's appeal for 1971 had amounted to £1,008.90, an average of just under £1 per member.

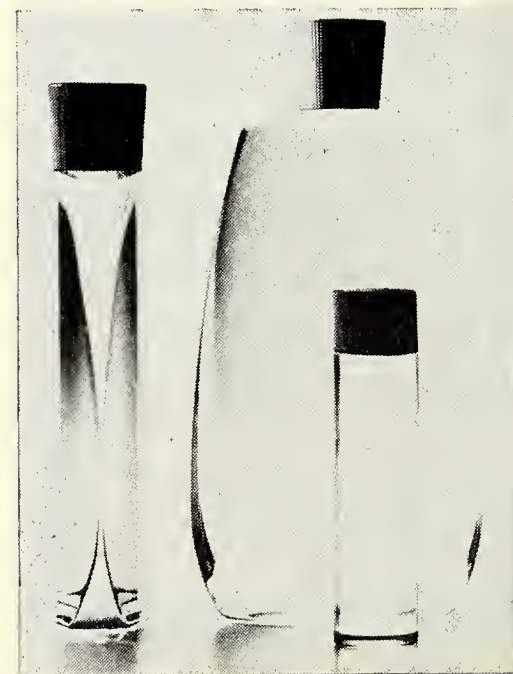
Packaging

Fashion in pvc

UG Closures & Plastics Ltd, Astronaut House, Hounslow Road, Feltham, Middlesex, have introduced two new standard toiletry bottles in pvc, said to bring a new luxury look to beauty products at a competitive price. They have been designed as a matching pair in 175cc and 120cc capacities.

The modern, streamlined shape incorporates an extra wide label area, and the base of the bottle is broad to give good stability. The screw closures for the bottles are standard R4 in straight sided or inverse taper designs.

Also shown in the illustration is a new 20cc pvc vial.



The latest retail census.

We'll be glad to help.

The third Census of Distribution will give much useful information about retailing.

What the census shows will be important in forward planning.

It will also help YOU when you compare your own business, in broad terms, with others of a similar size and nature.

The preliminary conclusions of the census will be published in the official journal 'Trade and Industry' towards the end of the year (the date will be announced).

There will be a copy at your library or trade association, or you can buy one from H.M. Stationery Office.

But the work of compiling the results can't start until you supply the facts. The forms are now being issued.

Please help us by returning your form just as soon as you possibly can.

Your return will be treated as highly confidential and will never leave the Business Statistics Office.

No figures will ever be published that will reveal the affairs of any individual business.

If there is anything about the census or the form that is not clear to you, don't hesitate to ask. We'll be glad to help.

Ring Newport 56111, ext. 100. Or write to: Business Statistics Office, Department of Trade and Industry, Cardiff Road, Newport, Mon. NPT1XG.

THIRD OFFICIAL CENSUS OF DISTRIBUTION.

Retail Census 71

Getting the facts that will help us all.

LETTERS

Stimulus for the negotiators

Contractors are probably blissfully unaware that the Central NHS (Chemist Contractors) Committee has recently decided to further deplete their monthly NHS cheques by increasing by 20 per cent the levy which it raises through Local Pharmaceutical Committees. This increase, the second in two years, is to cover an £18,829 deficit accumulated since 1967. Is it pure coincidence that this is almost the same figure as that paid annually to AIC, our NHS "advisers" for services which are, to say the least, of somewhat questionable value?

Contractors may also be wondering why the Linstead working party, set up in 1969 to consider a very diluted version of motion no 18 which was passed with acclamation at the 1969 Branch Representatives meeting has still not reported. Indeed it is a fact that it met *not at all* between July 1971 and mid-January, 1972—so much for the sense of urgency as smaller pharmacies collapse around us.

Decisive action

Clearly some stimulus is needed to drive the pundits of the Central Committee, secure in their larger pharmacies and small private groups, to do something drastic and constructive. To act decisively to preserve the viability of their less prosperous colleagues, themselves in too small a way of business and too tramelled by regulations on supervision to take an active part in negotiations.

To return to the levy increase, members of LPC's will note an ingenious phrase in the Central Committee letter which refers to collection of the levy by clerks of Executive Councils. This should not be mistaken as implying that the levy is a statutory obligation upon LPC's. It is *not so*. Any LPC, if it feels inclined, is at liberty to refuse to contribute. Here, then, is stimulus indeed! If the Linstead report doesn't appear in the very near future or appears as a damp squib after we've waited two years in vain—let us *withhold* the levy, and in the meantime until *visible* progress is made, refuse to pay the 20 per cent increase in levy to pay off the arrears.

Several LPC's have already indicated their intention to refuse to pay the increase when it is demanded in April—unless some concrete progress towards an improved contract can be seen. Mounting dissatisfaction within the profession suggests that secretaries of other Committees may well expect letters from contractors urging them to follow suit.

Such a restriction of levy payment by LPC's to the 1971-72 level (ie, without the latest increase) should serve to impress upon the Central Committee that the rank and file pharmacist, through his LPC,

means business. It will serve as a salutary reminder that further *laissez faire* whilst, as publicly stated by several members of the Contractors Committee, more unviable "unwanted" pharmacies close, will result in a complete cutting-off of Central (NHS) Chemist Contractors Committee funds—and then the Central Committee will know *at first hand* what it feels like to become unviable!

H. J. R. Harding, *Chairman*,
NE London Pharmaceutical Committee

Open shop

I am not at all sure what your correspondent E. C. Tenner hopes to achieve by drawing attention to the proximity of the Council elections and the correspondence columns in the trade press (January 29, page 140). He seems to suggest that constructive letters appear only during this period. I think his suggestion is wrong and an unnecessary attitude of "rocking the boat" at a time when solidarity is so important.

He must realise that candidates for Council are sincere people in the main; there is no glory and no living to be made out of it. Indeed, it costs a lot of time and money and I say good luck to those who are willing to give of their time and money to this end. They are the minority trying to benefit the majority. They take all the kicks and receive little or no praise. It is difficult enough to get locums for this purpose—let alone pay them.

For the record, and as a recent correspondent myself, I am not a candidate this year for purely domestic reasons, but I ask that your columns do not knock those who will be standing, and judge them on merit, not literary ability.

S. H. Beckett,
Grimsby

Minimum quantities

Last week Vestric Ltd, the only wholesaler serving Swansea and West Wales, sent me a list of items for which orders would in future be accepted only in minimum quantities.

This, to my mind, is another nail in the coffin of the small man who will either be forced to stop stocking some of these lines or else accept a slower rate of turnover, thus reducing his profit still further.

Space will not allow me to give you the full list, but some examples will serve to illustrate my point.

The minimum number obtainable through Vestric for Bourjois rouge is now 24, Gillette Techmatic refills 20, Horlicks tablets 24, Lypsyl 18, Robinson's orange or lemon barley 12, Rose's lime-juice 12, Savlon cream in 15 and 30g sizes 12, Saxin 100 size 24, 200 size 24, shampoos in sachets 12—to name a few.

You will appreciate how difficult this is going to make things for the small man with the number of shampoos on the market today and all produced in normal, dry and oily form. Heaven help the small pharmacist retailer if Beecham ever take over Glaxo.

T. H. Rosser
Nantyllyllon, Glam

Only too clear

This prescription, though beautifully written, caused the pharmacist concerned to spend a lot of time list-searching. The key to the problem was found on tactful inquiry—the patient had sent a note to the doctor asking for "Dejuxten" tablets—small white tablets for "heart-trouble"!! These, of course, turned out to be digoxin. The signature, we might add, was in a different hand from the prescription.

R

Tab Dejuxten

Mute 150

Sig as directed

Poser solution

Last week's prescription poser was for Caps Librium 5mg 100 and Tabs Serenid-D 15mg 100.

BUSINESS Q & A

I had some shopfitting work put in hand, but this has been left in an unsatisfactory and incomplete state and I am suffering loss of business as a result. What can I do about it? It would seem that the shopfitter has broken his contract with you. If so, you are entitled to rescind the contract and claim damages for any loss which you suffer. You would be well advised to give the shopfitter in question a reasonable opportunity to put matters right and it is suggested that you instruct a solicitor on your behalf.

I believe that if a company is taxed in respect of a shortfall in distributions the amount thereof can be carried forward, and if in a later year there is an over-distribution, relief from payment of Income Tax is available up to this amount. Does it work in reverse? If there is an over-distribution can the excess be used to relieve a subsequent shortfall?

There is no relief in respect of an earlier over-distribution where there is a subsequent shortfall. This seems anomalous, but the philosophy underlying this appears to consider that an over-distribution in an earlier period is a deliberate act indicating that there were adequate means available and therefore no subsequent relief is appropriate.

Patients need more help with dosage directions

"Doctors and pharmacists are paying too little attention to the time at which patients take drugs," declared the Consumers' Association last week.

Referring to an article in *Drug and Therapeutics Bulletin* on the timing of drug taking, a spokesman stated that the patient was asked to take a medicine at set intervals but was rarely told whether those should be before or after meals. Specific advice should be given.

The article concludes that it would be helpful if manufacturers' literature and the British National Formulary carried more information on the subject. Prescribers should more often give precise instructions on the timing of administration and these should be clearly indicated on pharmacist's labels.

Doctors could increase their knowledge of the problem by more systematic instruction and surveillance of their patients' drug-taking routines, it suggests.

Describing the ways in which food can affect drug absorption the *Bulletin* points out that the fat content of a meal, in particular, affects the rate of gastric emptying.

Antibiotics ought to be taken half an hour before food to avoid the lowering of peak plasma concentrations and chelating effects, which occur with tetracyclines, when food is rich in calcium, magnesium or iron.

The example of the absorption of griseofulvin being enhanced by a meal rich in fat is also given.

The article includes the following tables:

When to give drugs in relation to meals

Anthelmintics

bephenium (for round and hookworms),	on an empty stomach to improve contact with parasites
dichlorophen and niclosamide (for tapeworms)	

Appetite suppressants

fenfluramine, diethylpropion	well before meals for optimum psychological and pharmacological effectiveness
------------------------------	---

Sulphonylureas

tolbutamide	with or just before meals for optimum control of blood sugar
glibenclamide	after the first main meal to prevent hypoglycaemia

Pancreatin preparations

Metoclopramide	immediately before or with food
	just before meals for patients suffering from flatulent dyspepsia immediately after eating; with or after the meal where these symptoms arise an hour or more after the meal

Mucosal protectant

polymethylsiloxane before meals

Some drugs likely to cause gastric symptoms when taken on an empty stomach

Cyproheptadine	nitrofurantoin
diphenhydramine	oxyphenbutazone
ethacrynic acid	phenylbutazone
ethionamide	promethazine
indomethacin	salicylates
most iron preparations	sodium fusidate
levodopa	triprolidine
mepyramine	

Certain of these drugs are also available as enteric-coated preparations designed to minimise gastric symptoms.

Equipment

Electronic balance price drop

A major price reduction has been announced for the basic model of the range of electronic balances from C.I. Electronics Ltd, Brunel Road, Churchfields, Salisbury, Wiltshire.

They are now offering the Digimetric Junior 20D (C&D, November 20, 1971, p 774) for £280, compared with the previous price of £500.

C.I. Electronics, who are sole European agents for William Ainsworth Inc of America, say they were aware that their equipment's price had to be competitive with conventional balances and they have been negotiating to manufacture the balances in this country.

In the Ainsworth range electronics are employed in place of substitution weights or springs and the weight is recorded on a digital panel. The basic model has two ranges 200g and 2,000g.

COMING EVENTS

Monday, February 14

East Metropolitan Branch, Pharmaceutical Society, Wanstead Library, Spratt Hall Road, London E11, at 8pm. Mr J. R. Dale on "The Medicines Act."

Southampton Branch, Pharmaceutical Society, Polygon hotel, Cumberland Place, Southampton, at 8pm. Speaker, Mr W. M. Darling (President of the Society).

South East England Region, Pharmaceutical Society, Postgraduate Medical Centre, Mayday Hospital, Croydon, at 8pm. Dr G. A. C. Christy on "Drugs and fertility."

Tuesday, February 15

Epsom Branch, Pharmaceutical Society, Bourne Hall, Ewell, at 8pm. Mr A. W. Patterson (Heriot-Watt University), on "Com-

puter application to drug information services."

Hull and Yorkshire (East Riding) Branches, Pharmaceutical Society, Postgraduate Centre, Hull Royal Infirmary, at 7.45pm. Discussion evening.

Leeds Branch, Pharmaceutical Society, Golden Lion hotel, Lower Briggate, Leeds 1, at 8pm. Mr G. T. M. David (chairman, Central NHS (Chemist Contractors) Committee), on "Our contract."

Leicester Branch, Pharmaceutical Society, Leicester Postgraduate Medical Centre, Royal Infirmary, Leicester, at 8pm. Film evening with Mr Bob Richards.

Lincoln Branch, Pharmaceutical Society, Eastgate hotel, Lincoln, at 8pm. Mr G. H. Macdonald on "The veterinary and agricultural market."

North Staffordshire Branch, Pharmaceutical Society, North Staffordshire Medical Institute, Hartshill Road, Stoke-on-Trent, at 7.45 pm. Dr J. A. Carmen on "Primitive African medicine, witch doctors, herbalists and surgeons."

Wednesday, February 16

Bournemouth Branch, Pharmaceutical Society, Medical Centre, Royal Victoria Hospital, Boscombe at 1.15pm. Dr G. M. Sterling on "Asthma," and Main Committee Room, The New Hospital, Poole at 1.15pm. Dr W. E. Waters on "Australian antigen."

Thursday, February 17

Ayrshire Branch, Pharmaceutical Society, Savoy Park hotel, Ayr, at 8pm. Presentation and dinner. Miss M. A. Burr on "Birdsgrove House."

Birmingham Branch, Pharmaceutical Society, University of Aston, at 8pm. Dr M. Mitchard on "Drug abuse."

Bristol Branch, Pharmaceutical Society, Dyrham Lodge, 16 Clifton Park, Bristol, at 8pm. Dr J. W. Dale on "The Research Unit of the Health Education Council."

Dundee Branch, Pharmaceutical Society, Royal Clydesdale hotel, Union Street, Dundee, at 7pm. Professor J. Crooks on "Survival in a prisoner of war camp."

North London Pharmaceutical Association, Quaglino's Banqueting Suite, Bury Street, St James, London SW1 at 7.30pm. Diamond Jubilee dinner dance and cabaret.

Sunderland Branch, Pharmaceutical Society, Rosedene hotel, Queen Alexandra Road, Sunderland, at 8pm. Annual dinner meeting. Speaker, Mr K. Lister.

The Society for Analytical Chemistry, 17 Bloomsbury Square, London WC1, at 2.30 pm. Three lectures will include Dr J. C. Charlton, of the Radiochemical Centre, Amersham, on "The philosophy of the pharmaceutical control of short-lived radionuclide preparations." Joint meeting of Radiochemical Methods Group and the Joint Pharmaceutical Analysis Group.

Sunday, February 20

Commonwealth Pharmaceutical Association Conference, incorporating the 27th conference of the Pharmaceutical Association of Australia. The Victorian College of Pharmacy, Parkville, Melbourne, Australia, for one week.

Advance Information

Value Added Tax. Seminar for retailers at Fairfield Halls, Croydon, on February 23, at 2pm, organised by Progressive Systems Training. Further seminars will be held as follows: Bristol, April 12; Nottingham, May 11; Manchester, May 24.

Society for Drug Research, February 23 at 17 Bloomsbury Square, London WC1, "Anaesthetics and neuromuscular blocking drugs".

MARKET NEWS

Commodity prices mark time

London, February 9: Most crude drug prices remained unchanged during the week as traders reported very dull conditions prevailing.

Exceptions were provided by Jamaican ginger No 3, up by £15 ton at £935, cif, and by Grenada nutmegs at £598 for the 80's—up £18 ton. Brazilian menthol was easier at £4.40 kg spot and £4.30, cif.

Shipment of senna from the port of Tuticorin during January included:

	UK	US	Europe
Senna leaves	tons 11	tons —	tons 194
Pods	—	—	106

Among essential oils, lemongrass was down at £2.20 kg spot and £2.05, cif, and Brazilian peppermint at £2 and £1.60, cif. Petitgrain was £0.10 down at £2.90 kg on the spot.

The higher rates announced last week for some opiates apply to one manufacturer contacted, although another is still supplying at previous levels and does not envisage a change for the time being.

Pharmaceutical chemicals

Acetic acid: In 12-ton lots, delivered, per metric ton, BPC glacial £87.50; 90.5 per cent technical £81; 80 per cent grades pure £76.50; technical £69.50.

Acetomenaphthone: 100-kg lots £5.62½ kg.

Adrenaline: (Per g) Synthetic 1-kg lots, £0.059 g (£0.067); acid tartrate, 1 kg (£0.44); 500 g (£0.05).

Alcohol: (Per proof gal). Ethyl, fermentation in 2,500 bulk gal lots—SVR doubly rectified 96.1 per cent £0.303; absolute 99.9 per cent £0.315. In drums 900 gal minimum respective prices are £0.317, £0.329; Synthetic grades are 96 per cent, £0.233 and 99.9 per cent, £0.245 in tank wagon; £0.247 and £0.259 in drums for 900-bulk gal; industrial grade 95 per cent £0.164 in bulk and £0.178 in drums.

Ammonium bicarbonate: £55 metric ton delivered; carbonate lump and powder £88.20.

Amylobarbitone: 5-kg £3.59 kg; sodium £4.15.

Ascorbic acid: £2.36 kg; 5-kg £2.33 kg; sodium ascorbate plus £0.23; coated plus £0.10.

Aspirin: 10-metric ton lots £525 ton; 5-ton £530; 1-ton £540.

Atropine: (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.

Barbitone: 50-kg lots £2.60 kg; sodium £2.60.

Bemegride: BPC £16 kg.

Benzamine lactate: 500-kg lots, £51.15 kg.

Benzocaine: 50-kg lots £1.48 kg.

Benzoic acid: One-metric ton lots £30.42 kg.

Boric acid: BP grade per metric ton: granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.

Bromide: Crystals (£ per kg).

	12½ kg	50 kg	250 kg
Ammonium	0.52	0.43	0.40½
Potassium	0.47	0.38½	0.36
Sodium	0.46	0.38	0.35½

*Powder plus £0.02.

Brucine: sulphate £20 kg.

Butabarbital: 5-kg £5.63 kg; sodium £6.25.

Butobarbitone: £4.68 kg for 5-kg lots.

Calcium lactate: 250-kg £412 per metric ton.

Calcium pantothenate: £5.23 kg; 25-kg, £5.18 kg.

Carotene: Suspension 20 per cent £16.73 kg.

Chloral hydrate: 50-kg lots £0.75 kg.

Chloroform: BP from £222.20 per metric ton in 280-kg drums to £235.97 in 35-kg drums.

Chlorophenesin: 50-kg lots £3.62½ kg.

Cinchocaine hydrochloride: £42.50 kg.

Citric acid: BP granular hydrous per metric ton 50-kg lots, £337; 250-kg £325; 1,000-kg £313. Anhydrous £358, £346, £334 respectively. Premium for powder £10.

Cocaine: Alkaloid £222 kg; hydrochloride £202.75. Subject to DDA Regulations.

Cortisone: acetate £0.25 per g.

Cyanocobalamin: up to 200-g lots £2 per g.

Dimidium bromide: 5-g lots £3.20 g.

Dextromethorphan: Hydrobromide £98.53 kg.

Emetine: hydrochloride £375 kg;—bismuth iodide £212.50.

Ephedrine: (25-kg per kg) alkaloid £11.64; hydrochloride £9.25; sulphate £9.50.

Folic acid: 1-kg £32; 50-kg £28.29.

Gallic acid: 1,000-kg lots £1.62 kg.

Glycerin: BP spot lots, per metric ton: 5,000-kg £211.60; 1,000-kg £214.55; 250-kg £220.45; under 250-kg £250.

Guaiacol salicylate: £1.40 kg for 250-kg lots.

Homatropine: (500-g) Alkaloid £59.10 kg, hydrobromide £46.75; hydrochloride £55.30; methylbromide £48.65; sulphate £57.25.

Hydrocortisone: Acetate or alcohol £0.25 g.

Hydroxocobalamin: £5.25 per g.

Hypophosphites: Per kg	12.5 kg	50 kg
Calcium	£ 1.14	£ 1.06
Iron	2.35	2.27
Magnesium	1.98	1.87
Potassium	1.57	1.45
Sodium	1.27	1.17

Hyoscine hydrobromide: £314.25 kg.

Hyoscyamine sulphate: per kg £55.50.

Iodine: Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.

Isoprenaline sulphate: 5-kg £16.50 kg.

Lactic acid: £570 metric ton for 50-kg lots.

Mercurochrome: £7.95 per kg.

Mersalyl: Acid £15.75 per kg; sodium £21.50.

Methadone hydrochloride: Subject to DDA regulations £0.15 per g for 100-g lots.

Methylated spirits: In 45-gal drums minimum 900 gal, delivered, industrial 66 op £0.308 per bulk gal; perfumery quality £0.359; mineralised 64 op, £0.322. In tank wagon, 2,500-gal, the rates are: £0.308, £0.359, and £0.30 respectively.

Narcotine: Alkaloid and hydrochloride in 25-kg lots £15 kg.

Neomycin sulphate: BP 5-g £27.50 g.

Nicotinamide: (Per kg) 1-kg £2.12; 25-kg £2.07 50-kg £2.02.

Nicotinic acid: (Per kg) 1 kg £1.93; 50-kg £1.83.

Oleic acid: BP is £206.70 per metric ton delivered.

Oxalic acid: 20-ton lots about £170 metric ton.

DPanthenol: £9 kg; 5-kg £8.50 kg.

Paracetamol: 1-metric ton lots £1.17 kg; 5-ton £1.14 kg. For direct compression £1.27 and £1.24 kg respectively.

Penicillin: Sterile sodium; potassium or procaine £12.92 per 1,000 Mu for 5,000—25,000-Mu lots.

Pentobarbitone: 5-kg lots £4.76 kg for acid and £5.05 for sodium.

Phenobarbitone: 50-kg lots £3.60 per kg; sodium £4.10.

Pholcodine: 1-kg £198.36; 7-kg £189.20 kg; 60-kg £180.

Phthalylsulphathiazole: 50-kg lots £1.90.

Physostigmine: 100-g lots salicylate £690 kg; sulphate £880.

Pilocarpine: 1-kg lots hydrochloride £102; nitrate £95.

Piperazine: Under 50 kg; adipate £0.963 kg; citrate £0.92½; hexahydrate £0.663; phosphate £0.02½.

Potassium citrate: £353 per metric ton.

Potassium permanganate: BP £0.22½ kg technical £0.21½.

Pyridoxine: £6.15 kg; 25-kg £6.05 kg.

Pyrogalllic acid: Pure 500-kg lots £4.73 kg.

Quinalbarbitone: Sodium and acid £5.15 kg for 25-kg lots.

Riboflavin: £14.16 kg; 25-kg £14.06.

Salicylamide: (Per metric ton) 5-ton lots £700; 1-ton £710; ½ ton £720.

Salicylic acid: per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470.

Stilboestrol: BP in 25-kilo lots £33 kg.

Streptomycin: Sterile base or sulphate £15 kg for 25-kg lots.

Strychnine: (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.

Succinylsulphathiazole: 50-kg lots £2.70 kg.

Sulphacetamide: Sodium BP £2.98 kg.

Sulphadiazine: 50-kg lots £3.47 kg.

Sulphadimidine: 250-kg lots £2.95 kg; sodium £3.05.

Information!

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Sulphanilamide: 50-kg lots £1.03 kg.

Sulphaquinoxaline: B Vet C in 50-kg lots, acid £4.07½ kg; sodium £4.50.

Sulphathiazole: 100-kg £2.025 per kg; 50-kg £2.07½.

Tannic acid: 500-kg fluffy £1.35 kg; powder £1.33.

Tartaric acid: (Per metric ton) 50-kg lots £422.250 kg £417; £408 ton.

Theobromine: Alkaloid £13.50 kg delivered.

Theophylline (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2.23 kg.

Thiamine: Hydrochloride and mononitrate £9.10 kg; 25-kg £9.05; 50-kg £9.

Thymol: In 1-ton lots £2 per kg.

Vitamin A: Oily 1 m iu per g £6.68 kg; 5 kg £6.58 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu, £4.90.

Vitamin D: Powder for tableting 850,000 iu per g, £17.81 kg; 5-kg £17.75 kg.

Vitamin E: (per kg) £9.25; 5 kg lots £9.15; 25 per cent dry powder £4.29 and £4.69 respectively.

Crude drugs

Belladonna: Leaves £0.15 lb spot and cif, herb £0.11 spot, and cif; root £0.11 nominal spot; £0.10, cif.

Benzoin: BPC, £37 cwt; £33-£34, cif.

Buchu: Spot rounds £1.40 lb.

Camphor: BP natural powder £1.25 kg spot; £1.05, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cardamoms: (Per lb cif) Alleppy greens No 1, £0.75 prime seeds £1. Ceylon No 1 £1.10.

Cascara: Spot £330 metric ton; shipment £310, cif.

Cassia: Lignea, whole £600 metric ton spot.

Chamomile: Hungarian £0.45, lb.

Cherry bark: spot £0.18 lb; £0.17, cif.

Chillies: Zanzibar £575 ton spot; £495, cif. (resellers).

Cinnamon: Seychelles bark £290 ton, cif. Ceylon quills four O's £604.80, quillings £324.80.

Cloves: Madagascar £1,450 metric ton, cif.

Cochineal: Tenerife black-brilliant £6.25 kg spot; Peruvian silver grey £5.20, cif.

Dandelion: Root £460 metric ton spot; £435, cif. Ergot: Nominal.

Gentian: Root £470 per metric ton spot; £440, cif.

Ginger: (ton) Cochin £225, cif. Jamaican No. 3 £935, cif. Nigerian split £180; £155, cif; peeled £330 spot, £255, cif; Sierra Leone March-May £300.

Jalap: Mexican 15%, resin £860 metric ton, cif.

Lycopodium: Indian £2.10 lb spot; £1.75, cif.

Menthol: (kg) Chinese spot £6.10; shipment £6.05, cif. Brazilian spot £5.20; Jan-Feb £4.40, £4.55, cif; new crop March-April £4.30.

Nutmeg: (Per ton, cif). Grenada: 80's £598; sound unassorted £430, defectives £372, all cif.

Pepper: (ton) Spot Sarawak black £380; white £520.

Valerian: (metric ton) Continental £285; £280, cif; Indian £280 spot; £270, cif.

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The newsweekly for pharmacy

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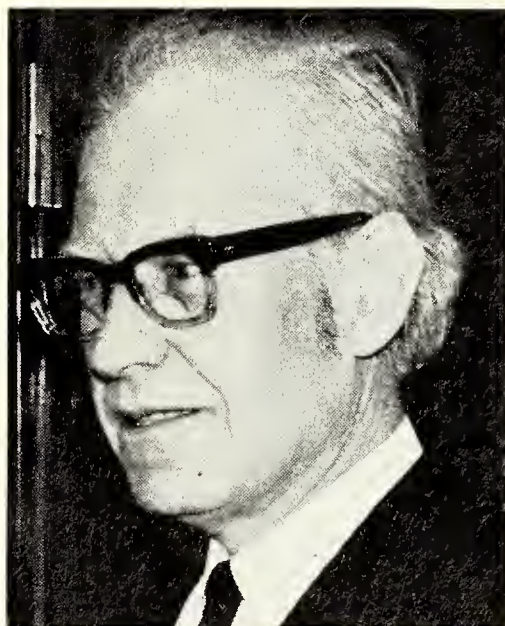
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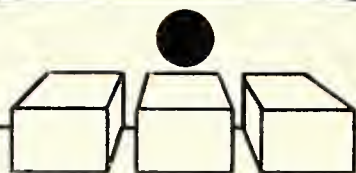
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of Circulations**A Benn Group Journal**

Owen H. Waller, for 19 years Editor of "Chemist & Druggist", died suddenly last weekend. Tributes to Mr Waller on pp 231-3



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Chancellor refuses NPU's request for meeting on VAT

The National Pharmaceutical Union have been told by the Chancellor of the Exchequer that they will not be able to meet Treasury Ministers to discuss the administration of value added tax.

In reply to the NPU's letter requesting a meeting (*C&D*, January 8, p46), the Chancellor's private secretary has stated that: "Discussions are continuing with many associations on the details of procedures, and while because of their commitments Treasury Ministers would not be able to see you, if you would like to have further discussions with the Customs and Excise Department they would be pleased to make suitable arrangements."

In a further letter sent to the Chancellor last week, NPU director Mr J. Wright points out: "We have had very full discussions with officials of the Customs and Excise Department who, as I have said already, have been most helpful and co-operative. But, on repeated occasions, we were told that 'no decision had been taken', or 'that is a matter for the Chancellor', or 'that is a political question which is still before the Minister', etc.

"The outstanding points on which we now wish to make representations and, in most cases, to express deep concern are, for example, the number of rates that our members will have to contend with, the treatment of items supplied on prescription, the basis on which small concerns' will be selected for exemption, the shortage of time that we and our members will have to prepare for the introduction of the tax and the question of relief in respect of purchase tax paid on stock in hand at the change-over date.

"All these matters seem to us to depend on decisions that are largely political rather than administrative or procedural and, willing though they are to help, the Customs and Excise Departments are clearly unable to provide answers.

"We appreciate that you are still considering many of the questions that we wish to raise but we would greatly welcome an opportunity of meeting you to let you know how strongly we feel about many of the

possibilities that we know you are considering."

□ The James Walker jewellery group have secured an agreement with Customs and Excise under which goods wholesaled by them to their retail branches after February 1 will be delivered "on consignment", ie. they will not be charged until they are resold. Purchase tax will not, then, be chargeable until the retail branch has disposed of the stock, so that any "double-taxation" will occur only on goods taken in before February 1.

DITB to start training for VAT

The Distributive Industry Training Board is to publish a "simplified guide to value added tax" as the first step in an information and training programme they propose to undertake.

Chemical supplies maintained—so far

The Government's emergency regulations on the consumption of electrical power gave no immunity to pharmaceutical manufacturers.

Since uninterrupted manufacturing processes are often essential, the closing down on two or three days a week was clearly no use for them, and most opted for the alternative of cutting consumption to 50 per cent of normal.

Those manufacturers contacted stated that by dropping production of the less important items and the judicious use of the power available they hope to keep the effect of the reduction to a minimum.

Prolongation of the present situation, it is pointed out, must have a noticeable effect on production and on reserve stocks, meanwhile, deliveries may take a little longer since there are problems in assembly common to all suppliers.

A large wholesaler said that supplies were coming through normally from the manufac-



Pictured at the recent annual dinner and dance of the Society of Cosmetic Chemists of Great Britain, held at the Café Royal, London, are Mr J. S. Cannell, president of the Society (left) and Mrs Cannell with Mr J. P. Kerr, vice-president of the Pharmaceutical Society, and Mrs Kerr

Wider sale for contraceptives?

Why should contraceptives not be packaged like cosmetics and sold openly in supermarkets? Mr Caspar Brook, director of the Family Planning Association asked a conference last week.

Among other challenges Mr Brook put to the Royal College of General Practitioners, who organised the conference with the FPA, were:

□ Why should doctors be in charge of family planning services, with the consequent concentration on medical methods of contraception?

□ Why should the "pill" not be set free now from scientific screening and sold over the counter by chemists?

The College president, Dr G. I. Watson, argued that the last suggestion would stop the College's study of women taking oral contraceptives.

Glaxo decision explained

The Government's "second thoughts" decision to refer both Beecham's and Boots' bids for Glaxo to the Monopolies Commission was taken in order to deal with a "confused situation." Mr Nicholas Ridley, Parliamentary Under-Secretary for Trade and Industry, explained in the Commons.

He utterly "repudiated and rejected" suggestions of sinister Government motives. The decision was taken on the industrial facts of the case.

Earlier it had been suggested that Beecham's offer had not been referred to the Monopolies Commission because the company had contributed to Conservative funds whereas Boots had not.

There was prima facie evidence when Boots made their bid on January 12 that very different questions were raised, said Mr Ridley. "There was certainly a significant degree of vertical integration involved."

Strong views were expressed to the Government by independent pharmacists and those who concerned themselves with the freedom of consumers to choose, that there were objections to the proposed merger.

The Government concluded that in this confused situation the various factors had better be examined by the Monopolies Commission. The two bids could not be seen in isolation.

Power exemption for pharmacies

Exemptions for registered pharmacies are included in the Government's emergency electricity restrictions.

A Department of Trade spokesman explained to *C&D* early in the week that the aim was for the cuts to affect the health services as little as possible. Electric heating may be used in pharmacies and the display lighting controls are not being applied to "signs indicating the nature of the premises".

Cosmetics-by-post 'beauty club' to start next week

A branded-cosmetics-by-post scheme is to be launched on February 23 by the newly formed company, Universal Beauty Club.

Its function is to give manufacturers the opportunity to promote their products by offering the public specially selected packs at much reduced prices. These kits, which will change every eight to 10 weeks, will be to the value of £5, and will normally cost the club members £1.85, with an introductory price of £1.

Manufacturers already committed include Coty, Eylure, Gala, Le Galion, and Woltz, each of whom will contribute different lines from their ranges, bought by the Club on bulk order terms.

Mrs Doreen Miller, managing director, told *C&D* that chemists should not be adversely affected as no one product will appear in the kits twice, therefore a repeat purchase has to be made through a retailer.

This view is reflected by all the manufacturers contacted who regard the Club as an ideal platform for promotion by sampling and stimulating sales over the counter.

She considers the scheme offers the public better bargains than through any other promotion, and should have particular appeal because it is directed at the top of the market, thereby involving products that the consumer might be wary of trying out at normal prices.

The Club is hoping for a membership of 100,000 within four to six months, comprising the 15-35 age group, "who spend the bulk of the money". After the initial trial pack has been requested, the customer is automatically enrolled as a member and receives each new kit as it becomes available. But she is entitled to return any pack if she wishes and is not bound by a guaranteed annual minimum of orders.

The first kit will consist of a pair of Eylure lashes, a Coty base make-up in beige, a 10cc bottle of Le Galion Sortilege perfume and a Gala moisturiser, as well as a reduced price offer on tights and a hair dryer. Included in each pack will be a beauty guide in which manufacturers

will advertise, backed by editorial descriptions of the products, application tips and information about current offers and promotions.

To date there is a total of seven manufacturers participating in the scheme, with a further 12 who have shown interest, according to Mrs Miller. "We have had a marvellous reaction from manufacturers and already have our first consumer member—I don't know how she heard about us."

Following the launch advertising campaign for the first pack in *Cosmopolitan* on February 23, advertisements will appear in *Woman* on March 4 and April 22, *Family Circle* on May 25 and *Woman's Own* in June. Kit number two being available from the end of April.

Although there will be no structured feedback of consumer reaction to the products, manufacturers can specially ask for a questionnaire to be inserted in subsequent packs to test opinions.

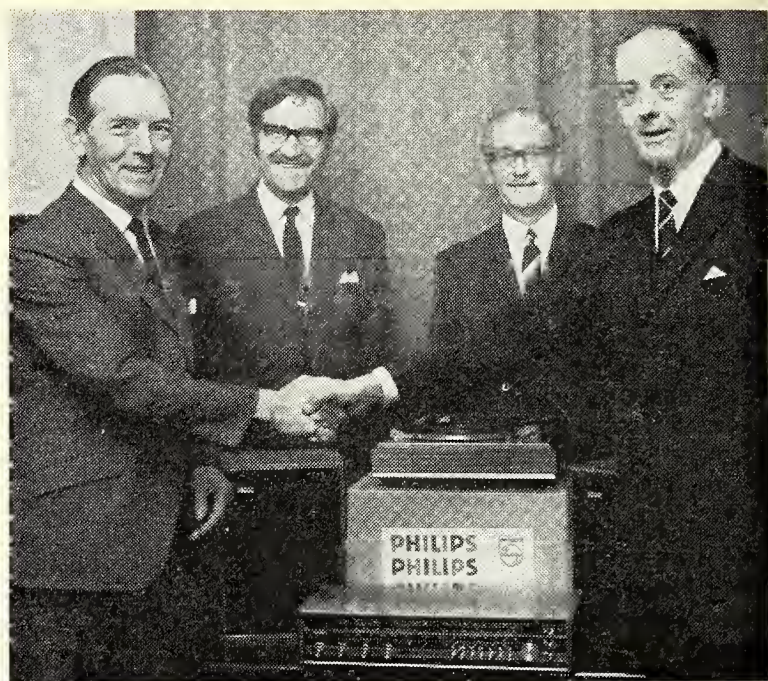
The scheme will operate on identical lines to the World Beauty Club in America, which has had 2,000,000 members through their books in five years, with the figure now standing at 400,000. Since its formation, the organisation has reached the stage of being able to charge manufacturers for handling their products.

Baby food code publicised

Date coding of Heinz baby foods received publicity in *The Guardian* this week when the paper's Checkout column reported that a woman had purchased tins of orange and cereal strained breakfast which were three and four years old.

However, a Heinz spokesman told *C&D* that a check on Highgate chemists—in the area the tins were said to have been bought—showed that their stocks were satisfactory.

Nevertheless, the incident served as a warning on stock-turn—something just as important in the larder as in the



Seen being presented with a Philips Audio Plan suite after winning a nation-wide promotional competition is Mr J. Summer (left), a customer of the Hatrick (Glasgow) branch of Vestri Ltd. Making the presentation is Mr R. Watson, branch manager Hatrick. Also in the picture are (rear left) Mr W. Biggs, Philips, Mr A. L. Jamieson, Hatrick representative

shop or factory, he stressed.

For chemists who wish to check the date of Heinz baby food in stock, the spokesman confirmed that the last figure of the four digit code relates to the year of production, the first three to the day (eg a code ending in 9 was made in 1969).

Although the products remain fit for consumption, colour texture and taste may deteriorate after about two years.

GPs reluctant with advice

That general practitioners projected the image of being unwilling to give advice on contraception was the view put forward by Sir John Peel, president of the British Medical Association recently.

Speaking at Northwick Park Hospital, Sir John said that many women would like to consult their doctor about the subject, but he regretted that this was probably the least practical source.

The family doctor had a vital role to play in family planning, and, to supplement the meagre information given to the medical student on that subject, postgraduate study would be necessary.

"The provision of advice on contraception, whether it be the 'pill', the loop or any form, should be a part of the National Health Service, just like any medication," Sir John maintained.

Gift for new lectureship

The University of Strathclyde has announced that it has received a gift of £16,326 from Mr George Wallace, in association with Wallace Cameron & Co Ltd, Glasgow, surgical dressing manufacturers, towards the endowment of a lectureship in the University's School of Pharmaceutical Sciences.

The lectureship, to be known as the James P. Todd Lectureship will commemorate the late Professor J. P. Todd who occupied the Chair of Pharmacy at the then Royal Technical College between 1933 and 1961. It will be held variously by different incumbents from the three pharmaceutical departments — pharmaceutical chemistry, pharmaceutical technology and pharmacology.

Professor J. B. Stenlake, dean of the School, explained that it is intended that the lectureship will primarily stimulate new ideas and develop new activities in the pharmaceutical sciences.

It is likely that the first field of study will be related to a new postgraduate course for those in hospital pharmacy which is at present under consideration by the Board of Study of the School.

Professor Todd was himself a noted innovator and became Britain's first Professor of Pharmacy when that Chair was created in 1937 at the Royal Technical College.

COMPANY NEWS

New buyer for Weston shares

London and County (A&D) Ltd, merchant bankers, have acquired approximately 31 per cent of the issued share capital of Weston Pharmaceuticals Ltd at £0.86 per share for 1,453,239, being the shares previously owned by Co-operative Bank Ltd. They intend to buy the shares as an investment.

Mr R. Weston, Chairman, Weston Pharmaceuticals, who owns approximately 10 per cent of the issued share capital, has given an undertaking to London and County not to dispose of any of his holding for at least a year.

The Co-operative Bank was holding the shares as part security for loans made to Mr Ellis Seillon when the latter was arrested 16 months ago. He was eventually sentenced to five years imprisonment (see *C&D*, January 22, p90).

E. C. De Witt & Co buy Trentham

E. C. De Witt & Co Ltd have acquired Trentham Laboratories (Nottingham) Ltd, and in consequence the registered office of Trentham Laboratories will now be situated at Seymour Road, London E10 7LX.

De Witt, who previously had a financial interest in Trentham Laboratories, says the principal reason behind the acquisition is to strengthen the distribution and marketing of Trentham products in the UK and particularly to widen the sale of products in the export markets. Messrs Lees and Heath, founders of Trentham, are now acting as consultants to the industry (see p 224).

ICI must sell part of Atlas

Imperial Chemical Industries Ltd have been ordered by the US Federal Trade Commission to divest themselves of the sales of the explosives and aerospace components divisions of Atlas Chemicals, the American company they acquired last year, for £62m.

At the time of the purchase of Atlas, ICI stressed the importance of acquiring the "ethical" medicine and speciality chemical side of the company. These are not affected by the FTC ruling.

In brief

American Cyanamid Co: Clifford Siverd, president and chief executive officer, said that earnings in 1971 were \$94.11m (against \$92.59m in 1970). World-wide sales for 1971 were a record \$1,283.48m (against \$1,256.57m).

Appointments

Unichem Ltd have appointed Mr Michael Palmer their chief accountant, and Mr Kelvin Hide, 24, group auditor.

Bush Boake Allen Inc, the American associate company of Bush Boake Allen, London, have appointed Mr Peter Thomas Wood their president.

Warner-Lambert International: Bryan R. Carmichael has been appointed president of Warner-Lambert International and also a senior vice-president of Warner-Lambert Co.

Deaths

Mylroi: On February 13, Mr Francis Harvey Mylroi, FPS, 55 South Parade, London W3, aged 76. Mr Mylroi qualified in 1920, after which he spent some time in Dovercourt and in Oxford before obtaining his own business in Bedford Park, from which he retired about four years ago. He was designated a Fellow of the Society in December 1971. He was chairman of the West-Middlesex Branch of the Pharmaceutical Society for two years before the 1939-45 war. *Mr. J. Anderson Stewart* writes: I met Mr Mylroi first some 30 years ago and after having listened to his criticisms, mainly constructive, of the Pharmaceutical Committee, we became excellent friends. He was a member of the Middlesex Pharmaceutical Committee for two distinct periods and was chairman for two years. Since he retired, he was able to resume his interest in chess and watch first-class cricket, being a member of MCC and county clubs.

Waller: Suddenly, on February 12, Mr Owen Harcourt Waller FPS, 9 Chestnut Close, London N14. Mr Waller retired as Editor of *Chemist & Druggist* in 1970. Tributes p231.

Topical reflections by Xrayser

A winter's tale

The fuel crisis, with its serious implications, is affecting the whole community. During the past week conditions have been such as to recall forcibly the spartan conditions of my early years in pharmacy. The overall picture of those early days is one of intense cold in the winter months—cold in the pharmacy; cold shop-rounds in their serried ranks to be dusted and polished until they gleamed; cold water, for there was no such thing as a hot tap.

A large front shop had no heating beyond what was provided by a small gas jet, the sole purpose of which was to transfer a neat blob of sealing-wax to finish off the wrapping of a cold bottle of medicine in a sheet of cold white paper. The cold bottle of medicine was sometimes rendered still colder by its containing a solution of ammonium chloride which produced a thin coating of ice on the outside during its preparation. And the shop-rounds contained such things as glacial acetic acid, which might be liquid when one took out the stopper but produced an instantaneous and wonderful process of freezing as soon as it was disturbed. On the shelf beneath was olive oil which, but for the bottle's narrow neck, could have been cut into cubes like butter, or camphorated oil looking like a piece of cheese.

And woe betide the luckless youth whose task it was to make an ointment containing hydrous lanolin which, in the prevailing climate, was converted into something resembling toffee. Despite endeavours to work up some animal heat by polishing the mahogany fittings, the deep and penetrating chill produced a sense of pain. It always surprised me, looking at the red, purple and blue swellings which were our fingers, how the public could retain any faith in the products we sold for chilblains. A paralysing, crippling, perpetual misery of a life chilled to the marrow.

Cold

I am convinced that in several pharmacies I came to know well there was no very good reason for the ice-age conditions, and that something could have been done to alleviate the suffering. But even in my own misery I was able to compare my lot favourably with that, say, of the fishmonger, whose activities did not include the pounding of gelsemium root in an iron mortar.

We have returned on occasion over the past week to conditions approximating to those of our forebears, with the warm smell of tallow when the candles have been lit, and their flickering light has flattered our appearance in a way unknown to those who have lived only in the fluorescent age. But our ancestors knew not, any more than we did fifty years ago, the inspector of shops who looks at our thermometer and tests our illumination with a light meter, and satisfies himself that we have something a little more refined than a keg of senna pods to sit on while we snatch our morning coffee. Morning coffee! Such a thing would at least have generated some spontaneous heat in our Governor.

Misery

Sometimes, as now, some unrelated event sends our minds back across the years, and no one who experienced the physical conditions of half-a-century ago would wish for their return. We do not know what lies immediately ahead, but the fleeting glimpse of restricted lighting and heating has brought back vividly a time of all-pervading cold and misery which only the golden days of a brief summer could efface.

NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Eyelure pack change

The Miss Eyelure range is now being presented in chrome yellow plastic boxes, mounted on a matching punched card to allow hanging on a wall-strip display or to fit into the company's counter units.

In addition a new long spiky eyelash (£0.64) in black or brown has been launched in the new pack, invoking the Flapper Look and called Hot Points. These containers are prepacked four at a time and therefore must be ordered in multiples of four. Special counter display units are available to hold a dozen assorted Hot Point lashes, and will be delivered with every minimum order of one dozen pairs (Eyelure Ltd, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Monmouthshire).

Blonding Bleach repacked

L'Oreal's Fair and Cool Blonding Bleach will be available from February 23 in a new pack and carrying a new name, Recital Super Blonding Bleach (£0.88).

The company say the move is being made to expand the Recital cream hair colour range and make the most of its established brand image. The Fair and Cool packs have, for some time, contained an explanatory note to the consumer of the proposed restyling (Golden Ltd, Berkeley Square House, Berkeley Square, London W1).

Tanning—the Australian way

When Cyclax of London looked into the possibility of improving existing sun tanning products in the United Kingdom they asked Cyclax Australia if they had a sun tanning product to suit the average fairly sensitive English skin. They found two specialised formulations, one for skins that tan easily, and one for fairly sensitive skins. Australian moisture bronze (£1.10) for easy-to-tan skin, filters out less Ultra-Violet rays to suit those who have olive skin and "can safely take a wider field of tanning rays." Australian moisture bronze (£1.20) for sun-sensitive skin is formulated to provide extra protection and is said to be ideal for the fair English

complexion and for young children. Both preparations contain moisturisers and are packed in 95g tubes (Cyclax Ltd, 65 South Molton Street, London W1Y 2BS).

Single tablet Country Herbs

Bronnley's are introducing single tablets of Country Herb soap, in either Rosemary, Camomile and Witch Hazel fragrances, individually boxed (£0.31).

The Country Herb range now consists of a crate of six 5½oz Country Herb soaps; one each of Rosemary, Basil, Marjoram, Witch Hazel, Melissa and Camomile (£1.86); a box of six Country Herb visitors soaps in the same fragrances (£0.66) and a bottle of Country Herb Soaps in Camomile, Rosemary and Witch Hazel (£0.31) (H. Bronnley & Co Ltd, 10 Conduit Street, London W1).

Dietary

Mocca coffee tablets

Mocca coffee flavoured tablets (£0.19) have been introduced into the UK by Smith Kendon, who say the product, packed in 7oz tins, is specially formulated for coffee lovers and motorists in particular. The tablets contain glucose, sugar and caffeine, approximately equivalent to the content in normal beverages (Smith Kendon Ltd, 132 Borough High Street, London SE1 1LG).

Sundries

London launch for tights range

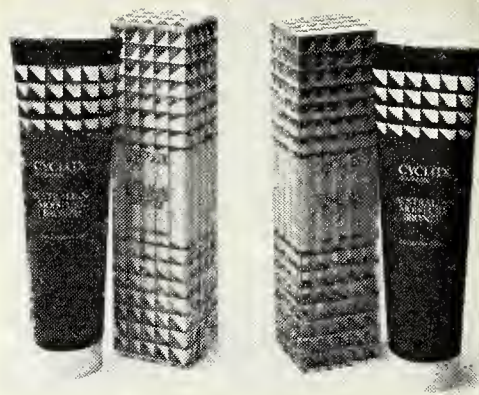
Introduced to the London television area this week after successful test marketing in Tyne Tees, is a range of tights by the British subsidiary of one of the world's biggest hosiery companies.

Aiming at "quality outlets", including chemists, Boutique 77 say that the production-orientated hosiery market has degenerated into a state of price rather than product competition. Although there are hundreds of brands, the market leader has under a 5 per cent share there is little brand loyalty and no brand awareness. They believe that any retailer with a reasonable traffic flow can do well from tights.

The Boutique 77 range comprises Opal, a sheer tight with a Lycra gusset; Sapphire, in three sizes each with a gusset and fabricated in micromesh, run resist and sheer knit, and Nur Dee, a one-size micromesh tight in fashion colours. Altogether the range offers nine sizes, five shades, seven styles and three brands, all accommodated on a stand occupying 2 sq ft of floor space. Prices range from £0.25 to £0.40.

Boutique 77 offer their tights on a "service basis," a monthly call from the van man will refill the stock and exchange slow moving shades for credit. This system allows the company to adjust its production to meet fashion trends.

The Boutique 77 range is being backed with heavy television advertising and will be extended to the rest of Britain within the next year. The company are later hoping to introduce a range of low priced, chemist-only, support tights (Boutique 77 Ltd, 209 Vale Road, Woolton, Liverpool).



TRADE NEWS

Now Senna-Discs

Arthur H. Cox & Co Ltd, Brighton, announce that the name of their senna tablets is being changed from Sennalax to Senna-Discs. This is an alteration of brand name only; the formula, pack and price remain unchanged.

Line discontinued

Winthrop Laboratories, Winthrop House, Surbiton-on-Thames, Surrey, have announced that they have discontinued the 20 per cent suspension of their speciality Benorylate.

Ring Bottle bubble bath

Andre Philippe Ltd, 71 Gowan Avenue, London SW6, point out that their Ring Bottle bubble bath comes in a glass container, and not as previously indicated (February 12, p191).

Pharmaceutical consultants

Pharmaceutical Projects Ltd, Easthorpe House, Loughborough Road, Ruddington, Nottingham, have been formed by M. P. Lees, MInstM and D. Heath, MPS, as consultancy organisation for the formulation and innovation of new pharmaceutical products. The company will also help in product test market and packaging design.

For those wishing to import pharmaceutical products advice and help is available concerning licences, licensing and likewise

Continued on p 226

NOT JUST ANOTHER PAINKILLER!

non-ERGOTAMINE

Migraleve

is SPECIFICALLY for the PREVENTION and TREATMENT of MIGRAINE so

STOCK! DISPLAY!! and RECOMMEND it!!!

Look carefully at our "FORMULA FOR SUCCESS" * and you'll see why

Migraleve

is the first successful O.T.C. product you
can recommend **SPECIFICALLY** for the
Prevention & Treatment of MIGRAINE!

* FORMULA:

Each PINK tablet contains: Buclizine Dihydrochloride 6.25 mg., Paracetamol 500 mg., Codeine Phosphate 8 mg., Dioctyl Sodium Sulphosuccinate 10 mg.

Each YELLOW tablet contains: Paracetamol 500 mg., Codeine Phosphate 8 mg., Dioctyl Sodium Sulphosuccinate 20 mg.

Pack includes 16 pink tablets and 8 yellow tablets. Detailed dosage instructions are issued with the product.

* That's our "FORMULA FOR SUCCESS" and you can profit from it when you STOCK, DISPLAY and RECOMMEND MIGRALEVE to your customers!

* Just recall MIGRALEVE's advantages! 1 in 10 of your customers are potential purchasers! And because of the recurrent nature of migraine, MIGRALEVE buyers are likely to be REPEAT BUYERS!

* MIGRALEVE is NOT just another painkiller but really works against MIGRAINE!

* MIGRALEVE is the only specific for both TREATMENT and PREVENTION of MIGRAINE that's available without a prescription!

* We're doing our promotional best by mailing the medical and allied professions and by strong advertising in medical and professional journals!

* So NOW IT'S UP TO YOU to tell your customers about MIGRALEVE - not just another painkiller but specifically made available for sale directly to the public "FOR THE PREVENTION AND TREATMENT OF MIGRAINE".

STOCK - DISPLAY - RECOMMEND MIGRALEVE: Full information is available on request from:



INTERNATIONAL
LABORATORIES
LIMITED *Ethical Division*

LINCOLN WAY · WINDMILL ROAD · SUNBURY-ON-THAMES · MIDDLESEX

Telephone: SUNBURY-ON-THAMES 87411

Telegraphic: PARMINTUS, SUNBURY-ON-THAMES

Continued from p 224

Pharmaceutical Projects will act as consultants for companies in the UK wishing to enter the export markets. A brochure in three languages is being prepared giving an outline of the consulting activities available.

Bonus offers

Golden Ltd, Berkeley Square House, Berkeley Square, London W1. Twice as Lasting. Stockists of all products. 13 dozen invoiced as 12 dozen on orders of six dozen.

Gordon G. Spencer Ltd, 46 Ravensdale Avenue, London N12 9HT. Halex twin children's toothbrushes. Reduction of £0.40 per dozen. Steel cuticle scissors. Straight, reduction of £0.96 per dozen. Curved, reduction of £1.20 per dozen (while stocks last).

PRESCRIPTION SPECIALITIES

BRICANYL syrup

Manufacturer Astra Chemicals Ltd, PO Box 117, King George's Avenue, Watford, Herts

Description Red, sugar-free vehicle containing in each ml terbutaline sulphate 0.3mg. Sweeteners: saccharin and sodium cyclamate

Indications Bronchospasm in allergic and intrinsic asthma, chronic bronchitis, emphysema and in other lung diseases

Dosage Adults: 10-15mls two to three times a day. Children: (3-7 years) 2.5-5mls two or three times a day, (7-15 years) 5-10mls two or three times a day

Precautions Care should be taken in patients with hypertension, myocardial insufficiency or thyrotoxicosis, also when aminophylline or related compounds are given intravenously

Side effects Those attributable to sympathomimetic amines, eg tremor and palpitations, which are as a rule transient

Shelf life Two years

Dispensing diluent Water

Pack Bottle of 200mls and spoon (£0.75 trade)

Supply restrictions Recommended on prescription only

Issued February 1972

PARISILON tablets

Manufacturer Riker Laboratories, Morley Street, Loughborough

Description White tablets each containing prednisolone sodium phosphate, in two strengths 2.5mg and 7.5mg

Indications Respiratory conditions, rheumatoid arthritis, ulcerative colitis, dermatological conditions

Contraindications Peptic ulcer, osteoporosis, cases with psychotic tendencies, severe hypertension and infection that is not being controlled by antibiotics

Dosage Total daily dose should be administered in the morning or at night; or as two half doses in the morning and evening

Notes The prednisolone is dispersed throughout an inert porous plastic matrix to prolong its release

Packs 100, 2.5 mg tablets (£1.08 trade), 100, 7.5mg tablets (£2.48)

Supply restrictions TSA

Issued 1971, to be promoted shortly in UK

PROMOTIONS

Aronde spring offers

A range of free offers is being made by Aronde for the spring. These comprise three of the company's hair products, egg and lemon shampoo, herb shampoo and giant hair spray, each coupled with a cream rinse (normal value £0.20) and selling at their usual prices of £0.22, £0.22 and £0.44 respectively; talcum powder in a choice of three fragrances, retailing at £0.33 to include a roll-on deodorant (normal value £0.27); and sun oil at £0.33, to include cleansing milk (value £0.33).

All these products are bagged together with a card giving the normal prices, special price and the amount saved in red lettering. In addition, their hand-cream has been reduced from £0.24 to £0.19 for a limited period, and is clearly marked 5p off.

The three hair product offers are being supported by advertising running from March to August in *Vogue*, *Vanity Fair*, *Harpers & Queen*, *Hers*, *Petticoat*, *Annabel*, *19*, *Fabulous*, *Woman's Own*, *She*, *Woman's Journal*, *Nova* and *Cosmopolitan*. A new dump bin has been designed to hold the special offer packs (Aronde Laboratories Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight).



A Minadex dispenser unit (HD 652), holding two 400ml and three 200ml packs, and two crownners (HD 651) are now available. These continue the "builds up children" theme introduced recently on the re-styled packs (Merchandising Officer, Glaxo Laboratories Ltd, Greenford, Middlesex)

Clairol Press advertising

This month, Clairol's Nice 'n Easy hair-spray is being advertised in the *Daily Mirror* and *Daily Express*. This product, launched recently along with Clairol Creme Rinse in 60cc plastic bottle, comes in two sizes, 210g and 454g (Bristol-Myers Co Ltd, 17 Stratford Place, London W1).

Success for Robinson's

Robinson's Baby Foods' "Puzzle Prizes" campaign just ended, is claimed the most successful baby food promotion ever.

It was a straight exchange of a choice of toys for vouchers which could be

found on Robinson's Instant Baby Food or Cereals; there were over 200,000 redemptions during the promotion and sales increased by 19 per cent.

Following the success of "Puzzle Prizes" in 1971, a similar approach will be used this year (Reckitt & Colman food division, Carrow, Norwich NR7 75A).

Optrex navigator's trophy

Optrex are co-sponsoring with the magazine Autosport a completely new trophy for the National RAC Rally of Great Britain in December.

This award, the National Navigator Trophy, offers co-drivers the opportunity of competing in the championship and winning equal prize money to the drivers (Keldon Ltd, Wadsworth Road, Perivale Middlesex).

Dr White's continue theme

This year's consumer advertising for Dr White's sanitary towels continues the "Today of all days" theme, with the conclusion "You know you can trust Dr White's". The publications selected are *Woman*, *Woman's Own*, *Woman's Realm*, *Annabel* and *Flair*, claimed by the manufacturers to be read by 80 per cent of women in the 15-44 age group (Lilia White (Sales) Ltd, Charford Mills, Birmingham 8).

Vitapet display stickers

Vitapet stockists can now obtain 7½ inch wide special self-adhesive window stickers which carry the message: "Poor skin and coat? Moulting problems? Feed Vitapet" and echo the product's pack colours of dark brown, orange and white (British Codd Neck Liver Oils (Hull and Grimsby) Ltd, Marine Road, Hull, Yorks).

Consumer Offer

During the spring, Houbigant are offering a free 3cc bottle of perfume with each 1oz aerosol spray mist in Chantilly and Quelques Fleurs. The price of £1.25 during this period compares with £2.60 for the items bought separately (Houbigant Ltd, 76 City Road, London EC1).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: NE

Askit powders: Sc, G

Breck Basic: WW

Buttercup syrup: Lc, Y

Elnett Satin: All except E, CI

Famel adult cough syrup: All areas

Man size Scotties: All except E

Menthacol: All except U, E, CI

New Bristows: All except E

Protein 21: All areas

Reban treatment shampoo: All except E

SR toothpaste: All except E

Signal: All except NE, E

Sunsilk shampoo and hairspray: All except E

Tegrin medicated shampoo: So

COMMENT

Owen H. Waller

The suddenness of Owen Waller's death creates a numbness that makes it impossible to render immediately a full appreciation of his work in pharmacy. Indeed, it is difficult to realise that we shall no longer receive manuscripts bearing his initials, for only a few hours before his death he was offering help to an extended *C&D* staff and trying to arrange a social occasion.

Owen Waller was Editor of *Chemist & Druggist* for 19 years—a term only exceeded by Alfred C. Wooton, a previous occupant of that chair. It was, therefore, inevitable that he should make a profound impression not only on *C&D* but on his chosen profession of pharmacy.

Throughout those years he checked almost every word that appeared in the *C&D* columns. His knowledge of typography was extensive and he was a former president of the Society of Typographical Designers.

Utterly dedicated to the production of the journal, rarely missing a Press day, he never refused to undertake "out of hours" activities if it would yield "copy" or further the progress of the paper. In fact he probably put in more homework than other members of the staff—who often wondered how he managed to fit in his family and other interests.

If he had a fault it was his reluctance to delegate, but then he readily acknowledged that business management and organisation was not his forte; he preferred the composition and lay-out aspects of his craft.

Owen Waller spoke little of his previous history, and some individuals may have found him difficult to know, yet he had a charm and personality that usually caused others to be more forthcoming.

Although his pen could be vitriolic it was never malicious. It caused him great personal unhappiness when anything he had written was considered to be unkindly and he would go to great lengths to make amends. Only those who were really close to him knew how deeply he was hurt by one such rare incident during the last few months of his career.

Undoubtedly the highlight of his Editorship was the production of the *C&D* centenary issue that had in its foreword an appreciation by Mr Derek Walker-Smith, the then

Minister of Health. At that time he obtained a great deal of pleasure from being able to hand over to the Society a piece of silver to celebrate that centenary occasion.

The Fellowship of the Pharmaceutical Society, awarded in June, 1966 "for distinction in pharmaceutical journalism", set the seal on a distinguished career, and it was fitting that his name should have been included in the first list of Fellows to be designated under the new by-law.

To all who knew Owen Waller, it will seem a cruel blow of fate that he was granted but two short years following his retirement in January 1970.

Indeed, his untimely death comes as the greater shock because of the full life he had continued to lead. Owen Waller's pen was active to the last, and he became a figure almost as familiar in Bouverie House as he had been in Essex Street, sometimes helping former colleagues over a difficult period, sometimes following up a line of research in his beloved "bound volumes".

A love of history

But after retirement his horizons broadened and he devoted much time to the cause of pharmaceutical history, an area of interest to which he gave full rein during his Editorship of *C&D* and for which he gave the paper a high reputation, especially in the former Annual Special Issues. Mr Waller continued this love through his Editorship of *Pharmaceutical Historian*, the journal of the British Society for the History of Pharmacy.

Many commissions had come his way since retirement, and any he accepted were undertaken with that same attention to detail that marked his whole career. Recently, too, he had once again given selflessly of his services—this time as chairman of the print and publicity subcommittee of the 1973 London meeting of the British Pharmaceutical Conference.

All in pharmacy have benefited from Owen Waller's astuteness, and the scholars and students of the future will have cause to be grateful to the hand that guided the *C&D*'s recording of the pharmaceutical scene during his era.

Our deepest sympathy goes out to Mrs Waller and her family. We share their loss.

APPRECIATIONS

Many tributes to Owen Waller's contribution to pharmacy have been received, among them the following.

MR ALLEN ALDINGTON, a past-president of the Pharmaceutical Society, writes: The passing of Owen Waller has come as a great shock to those of us who have known him so well, and who, by his retirement a few years ago were made aware of the passage of time, which was not evident in his upright bearing and obvious good health.

He was called to an avenue of service in pharmacy which allowed him full scope for his control of the written word and penchant for the happy phrase. His great

interest in the technical side of magazine production, in type faces and even in the historical background, made him an interesting person to listen to and to know. I well remember an occasion when he addressed a few of us at a small dinner party during his presidency of the Society of Typographical Designers, when this facet of his life was so obviously an enthusiasm which he had cultivated and studied.

His Editorship of *Chemist & Druggist* brought a humanity to its columns and an incisive quality which sought not only the truth and the public interest in any problem, but also considered the pharma-

ceutical implications to the full. His presence at a meeting or a conference gave his readers not only the benefit of a concise and accurate report, but also in other parts of the journal a comment on sidelights or stories which humanised the proceedings and brought them to life again.

Owen Waller could be devastatingly critical, particularly where he thought that "authority" was being used unwisely; but he was also constructive in his suggestions and fair in his assessment of both sides of any problem. Singularly active, even in retirement, he will long be re-

continued on page 232

APPRECIATIONS

membered with affection, and our thoughts and sympathies go out to his wife and family in the sudden loss which they have sustained.

MR ALLAN SHEPHERD, publisher of *Chemist & Druggist*, 1952-1966, writes: It was a sad moment for me to learn of the sudden and unexpected passing of an old and valued friend and colleague of some 35 years' standing. Only a few short weeks ago I sat on a committee of which Owen Waller was chairman. He was confident, relaxed and in the best of spirits, obviously enjoying his retirement to the full.

I first met Owen in 1935 when he joined the editorial staff of *Chemist & Druggist*, bringing with him the experience he gained while serving in the literary department of Burroughs Wellcome & Co. When war came he was transferred to Bath and did valuable work for the defence services. His Editorship of *Chemist & Druggist*, especially during the early years, was a task of no small magnitude. Changes in style, new formats, new kinds of media, were the order of the day, but through all this Owen Waller never wavered from

'Owen Waller never wavered from his ambition to make C&D the best business journal of its kind'

his ambition to make *C&D* the best business journal of its kind. Blessed with a facile pen and an enormous capacity for work (office hours were of no significance and night merely an extension of the working day!) he built up his paper to a standard second to none.

Owen had a great liking for typography and display and was never happier than when juggling with masses of pictures, captions and text, dovetailing all these into the pages of *C&D*. He is to be remembered especially for his contribution to *C&D* Quarterly Price List. The format he devised for that publication is basically unchanged today and is not likely to be bettered in the future. He is to be remembered also for his work on the special issues of *C&D*, and it was a matter of sadness to him when, for economic reasons, the well-known series of *C&D* Annual Special Issues had to be dropped. His *pièce de résistance*, in my view, was undoubtedly the Centenary Number of *C&D* into which he poured all his skill and knowledge, resulting in a publication to be widely acclaimed as one of the best of its kind.

MR R. J. POWER, president of the Pharmaceutical Society of Ireland, writes: The unexpected death of Owen H. Waller comes as a great shock to his many friends in Irish pharmacy. He was widely known and respected as the Editor of *Chemist & Druggist*, as a knowledgeable pharmacist, and as an Englishman who developed a first class understanding of Irish pharmacy and its difficulties.

He was a frequent visitor to this country—north and south—and at pharmaceutical gatherings he impressed his listeners by his balanced and unbiased appraisal of current problems.

On behalf of Irish pharmacy I offer his widow and children and his colleagues our deep sympathy.

MR L. G. MATTHEWS writes: Owen Waller's place as one of the most successful Editors of *Chemist & Druggist* is well assured. For many years he continued the wide-reaching Annual Special Issues for which he secured contributions from the leading medical and pharmaceutical writers. His own personal interest in the history of pharmacy developed with the years. Many important articles were commissioned by him and they made a valuable addition to the literature.

Shortly after his retirement from the Editorial chair I invited him to take the Editorship of *The Pharmaceutical Historian* and I was immensely pleased when he accepted. He said that while he could contribute "experience as an editor and journalist" he disclaimed expert knowledge on history. This was modesty, for that he possessed this too was made clear in his excellent address at an evening meeting in November 1970 on "Press coverage of pharmacy's history", a survey of a century and more. This was as deeply appreciated in France as here; he was warmly congratulated upon it in the French *Révue d'Histoire de la Pharmacie*.

The British Society for the History of Pharmacy owe him a great debt for editing the *Historian* in a professional style; not only that but for his forward looking proposals at its committee meetings. We shall miss him greatly; he combined friendship with wisdom and humour. All members of the History Society will wish to extend their sympathy to Mrs Waller and to her family in this grievous loss.

MR BRIAN O'MALLEY, the Pharmaceutical Society's publications manager, writes: It is difficult to believe that Owen Waller is dead. Only recently he had become chairman of the print and publicity subcommittee for the British Pharmaceutical Conference 1973 and, with his usual enthusiasm, was already busy preparing rough designs for a Conference motif. Under his honorary editorship *The Pharmaceutical Historian* had been transformed by his professional touch, and he was busy with half a dozen other projects, still applying for the benefit of pharmacy his unmatched knowledge of pharmaceutical affairs, his masterly journalistic technique and his unerring typographical flair.

I first had the privilege of working with him in 1946 when he was assistant editor of *C&D*, and I was a completely green recruit to the editorial staff. He was a generous teacher, unstinting in the pains he took with his junior colleagues, teaching them the intricacies of the craft and inspiring them with his own zest for the

job. He was a prodigious worker, completely dedicated to the paper, and like most journalists was probably at his best in times of crisis, writing against the clock in a fluent italic hand that never ceased to be legible no matter how fast he wrote. I owe him a great debt for the encouragement he gave me both during the three years I was on the *C&D* staff and through all the years of close personal friendship since. All of us who are concerned in pharmaceutical publishing will miss him sadly.

Mrs Waller frequently accompanied Mr Waller on public occasions and made many friends in pharmacy. They will all wish to extend their sympathy to her in her sudden bereavement.

MR W. G. HOLLIS, former director of the Proprietary Association of Great Britain, writes: Having known Owen Waller since I joined the PAGB in 1950, I am anxious to pay tribute to his unfailing courtesy and charm of manner. He was a journalist with whom one co-operated with willingness and absolute trust.

As a representative of the pharmaceutical industry one can report that during his period of office as Editor he always endeavoured to present the views of the industry with absolute impartiality. He will long be remembered for his sterling qualities.

DR H. DAVIS, former chief pharmacist at the Ministry of Health, writes: I have just learned the sad news of the death of my old and very much revered friend Owen Waller with whom I was often closely associated during my 19½ years at the Ministry of Health. Mr E. Fawcitt, deputy chief pharmacist of the Depart-

'A journalist with whom one co-operated with willingness and absolute trust'

ment of Health and Social Security, gave me this news in the absence of Dr T. D. Whittet who is on a tour of Australia and the Far East. Had he been here Dr Whittet would have been one of the first to send his condolences and appreciation of Owen Waller's services to pharmacy.

My first close contact with Owen Waller was made during my presidency of the Guild of Public Pharmacists in 1933. The Guild then produced a modest publication, *The Public Pharmacist*. Funds were meagre with a five shilling annual membership fee and the cost of this production had to be borne by the advertisements. The editor of this journal appealed to hospital pharmacists to support those firms advertising in *The Public Pharmacist*. Owen Waller, as Editor of *Chemist & Druggist* seized on this and condemned it—a good example of his perspicacity and enterprise as a pharmaceutical journalist.

I was given the awkward job of replying to the charges which from his point of view were justifiable but the appeal had been made innocently and in good faith. During our association with this business I became deeply impressed with his integrity and determination as a journalist, ever on the alert for a scoop. We became firm friends; our friendship continued until the end of his days.

When I was appointed chief pharmacist to the Ministry of Health in 1947, Owen was one of the first to wish me well. Within a few months I was taken to task by the Editor of *Chemist & Druggist* in his cordial and friendly way.

'His desire always was to use his pen to maintain and enhance the status of pharmacy'

Inadvertently I had passed some information to the *Pharmaceutical Journal* without doing the same to the *Chemist & Druggist*. Again he was right and I was wrong. The position was rectified and all future notices went to the editors of all the pharmaceutical publications.

He was popular with all my colleagues who I am sure will join in this appreciation and message of sympathy to his wife and family. We all mourn the loss of a great pharmaceutical journalist and a good friend and deeply regret his well-earned retirement was so brief.

MR J. WRIGHT, director of the NPU Group, writes: Owen Waller's passing will come as a great shock to his countless friends in pharmacy. Particularly whilst he was Editor of *Chemist & Druggist* we met regularly and at all times he was helpful and friendly. Yet he did not hesitate to criticise the NPU or the Society where he felt criticism was due. He was proud of his professions—pharmacy and journalism—and his desire always was to use his pen to maintain and enhance the status of pharmacy.

Owen Waller would provoke discussion at meetings and informal talks, often with an air of impishness that could be disconcerting, with a view to clearing the ground and getting down to fundamentals. Over the years by his critical appreciation of decisions at Bloomsbury Square and Mallinson House, he has helped to shape pharmacy.

The NPU Executive Committee and the staff at Mallinson House join me in expressing sincere sympathy to Mrs Waller, whom many of us have met with Mr Waller and his family. We hope that they will be strengthened by the friendship of all those who knew Owen Waller so well.

MR ARTHUR SHAW, secretary ABPI, writes: The pharmaceutical industry will share with other sectors of pharmacy a sense of great regret on hearing the news of the death of Owen Waller.

Under his Editorship *C&D* maintained close links with the industry and in its feature articles and commentary reflected the changes which have taken place in

the industry during the past 25 years.

Owen Waller was a craftsman, and like a true craftsman paid meticulous attention to detail. Recently he had been helping us at the ABPI office to develop a project which called for pharmaceutical knowledge, technical accuracy and the ability to visualise a scheme through to completion. His expertise was such that all these skills were readily available and it is that rare combination which will be missed by all who came into contact with him.

Our sympathy goes out to his wife and family in their sad loss.

MR T. I. O'ROURKE, a past president of the Ulster Chemists' Association, and vice-president of the Pharmaceutical Society of Northern Ireland, writes: Ulster pharmacy has lost a good friend by the sudden death of Owen Waller. We teased him over the years that he had become as Irish as the Irish themselves. He had a great "gradh" for Ireland. He loved to air Irish words and Ulsterisms and was deeply interested in our folk lore. He even became proficient at Celtic scroll work and collected Irish records, both orange and green.

Owen lost no opportunity to come over here and was a frequent visitor to UCA

'His writings threw a guiding light on problems confronting the pharmaceutical profession'

weekend conferences. One of his earliest assignments was to cover the BP Conference in Belfast in 1935, the last Conference before his retirement was again in Belfast.

Owen endeared himself to pharmacists everywhere by his sincere interest and enthusiasm for everything to do with pharmacy, past and present. All of us share with his wife and family their deep sense of loss.

MR IAN B. SMITH, managing director of BDH Pharmaceuticals Ltd, writes: I was grieved to learn of the very sudden death of Owen Waller. I, like many of my colleagues in the pharmaceutical industry, have known and respected Owen for a great number of years. He was one of "life's quiet gentlemen" who, if he could not find something good to say about a man, never said anything bad.

As a journalist his writings always reflected his honesty of purpose; indeed, during his years as Editor of *Chemist & Druggist*, many's the time his writings threw a guiding light on problems confronting the pharmaceutical profession.

Pharmacy has lost a champion, many of us have lost a friend, all of us extend our sincere sympathy to Mrs Waller and members of the family on their sad loss.

MR W. H. BOYD, past president of the Pharmaceutical Society of Northern Ireland writes: With the passing of Owen Waller, the North of Ireland chemists

have lost a sincere friend. In his long association with our Society as Editor of *Chemist & Druggist*, he has always impressed us with his accurate and impartial reporting of our affairs. His ability to sum up difficult situations and his deep understanding of pharmaceutical affairs, ensured that his comments were always reasonable and factual.

He was at all times approachable and willing to assist us in any way possible.

Although of a quiet and retiring disposition he nevertheless enjoyed to the full the social occasion and made many friends amongst our members. We deeply regret his death and would associate ourselves with the sympathy expressed to Mrs Waller and members of the family.

MR GEORGE RAINE, Guild of Public Pharmacists, writes: The news of the passing of Owen Waller will bring much sadness to a large number of hospital pharmacists. As Editor of *Chemist & Druggist* he was a well-known personality not only at the British Pharmaceutical Conference but at many other gatherings of pharmacists. Whenever the Press were invited to a gathering of hospital pharmacists you would be sure that Owen Waller would be there. However busy he was he always found time to attend hospital pharmacy functions, and his reporting was always clear, pertinent and fair and showed a remarkable degree of understanding of the responsibilities and duties as well as the particular problems of hospital pharmacists.

I was privileged to be counted among his friends for a number of years and I would like to pay tribute to one who was not only in the top rank of his profession as a pharmaceutical journalist but a modest and kindly man of unimpeachable integrity.

MR H. STEINMAN, FPS, treasurer, Pharmaceutical Society of Great Britain, and a member of the NPU executive, writes: For many years Owen Waller was "the *C&D*"—and during those years he was very kind to me personally and politically. It was a pleasure to be with him, as a thorough gentleman to all, and his loss will be felt in many a pharmaceutical sphere. *Chemist & Druggist* may be proud of his service to all concerned.

MR. K. A. LEES, chairman, Science Group British Pharmaceutical Conference, writes: Owen Waller was always a popular figure and a constant supporter of the British Pharmaceutical Conference. He had an innate appreciation of matters scientific and could always be relied upon to produce encouraging and constructive reports, although when the circumstances required it his cogent but well-meaning criticism was helpful to all. He always had the best interest of the Conference at heart and will be sadly missed by Conference members.

The following telegram has been received from Mr Brendan Smith, secretary of the Irish Drug Association: On behalf of myself personally and the members of the IDA, please accept deepest sympathy on the sad death of your late colleague.

PROFESSIONAL NEWS

Contractors oppose Society on 'season ticket' scheme

Local pharmaceutical committees have rejected the proposed investigation of a scheme to limit the amount of prescription charges paid by an NHS patient in any one period.

The last meeting of the Central NHS (Chemist Contractors) Committee heard that a majority of replies to a questionnaire were opposed to the idea. The Pharmaceutical Society had suggested that a study should be carried out into the feasibility of devising a scheme to ensure that no patient would pay more than the cost of a prepayment certificate during the appropriate period of months covered by such a certificate.

The scheme would involve the pharmacist in the issue of some kind of receipt for each prescription charge paid, it was said.

The Committee agreed the final arrangements for the meeting between their representatives, officers of the Department of Health and the expert advisers appointed to review the basis of calculating the profit margin of NHS remuneration. It was noted that work was proceeding satisfactorily with the collating of the results from the container costs inquiry.

The Committee decided to refer to the NPU a suggestion from a Pharmaceutical Committee that a central depot be established for the supply of colostomy/ileostomy appliances and associated spare parts that were becoming increasingly difficult to obtain in under two to six weeks from the makers.

A pharmaceutical committee had expressed concern about the number of EC10 (HP) forms being received calling for doses of tablets which did not correspond to the commercially available tablet strengths. After discussion, the Committee decided to make representations to the Department that where a pharmacist had to supply two different strengths of the same tablet to make up the dose ordered by the prescriber, two fees should be allowed.

A contractor had complained about the

changed situation brought about by continuing inflation whereby the "swings and roundabouts" arrangement ceased to apply to price changes made by pricing bureaux six weeks after such changes had actually been made. In the past, price decreases particularly of antibiotics, had balanced out price increases on other products, but the great majority of price changes were now in a strongly upward direction. The Committee asked the office to prepare a report so that the Committee could study the full implications of any alteration in the present arrangement.

Further complaints had been received about the unsuitable format of the EC34 invoice forms issued by some Executive Councils. The Committee decided to press the Department again for the adoption of a standard form for use throughout England and Wales incorporating the best features of the various versions.

It was noted that the Executive Council letters and notices inviting applications for the rural area subsidy in respect of the year 1971 were shortly being posted to chemist contractors.

As a result of the Committee's representations it was noted that the Department of Health had agreed to extend the period of payment for oxygen therapy equipment no longer required by the patient. When Executive Councils advised chemist contractors that oxygen equipment was no longer required, payment would cease after three days from the date of notice sent to the chemist, instead of two days, as at present. The new arrangement would apply to all cases where the date of the notice issued by the Council was March 1, 1972, or later.

A memorandum is to be submitted to the Department on the Report on the Organisation of Group Practice.

LETTERS

Whose spokesman?

May I, through your columns, congratulate Mr Stanley Blum on making the national press at least twice recently with regard to the Wolverhampton case. Until I read his comments I was not aware that he was so concerned about pharmacy, or, indeed, that he had been appointed official spokesman for the Pharmaceutical Society.

Obviously, in the old show-biz tradition, any publicity for Stanley Blum is good publicity (good for Stanley Blum, that is; whether it is for the rest of us seems to be immaterial). What a pity he had not thought to tell our profession before this case that he advocated a 24-hour sure that your public will love you for saying it.

Payment for stand-by

Most areas already run a voluntary unpaid on-call service, which appears to work satisfactorily, provided that the public possess a modicum of common sense. If, however, a pharmacist was required to be on stand-by for 24 hours, he would also require to be paid for providing such a service.

Searching for a comparison, I have found that in the electricity supply industry, where a stand-by emergency system operates, the engineers are paid £5.10 for a week's stand-by duty, *plus* £2.40 for each time he is actually called out during the week. This call fee increases to £5.90 for Saturday and Sunday. I should add that these rates are shortly to be revised.

We should require to be paid a rate which compares favourably with this. Has Mr Blum worked out who will pay the sums involved? Or perhaps, unbeknown to us, he is at this moment carrying out secret negotiations with the Department of Health on our behalf.

J. V. Tapster
Watford, Herts

Arthur H. Cox & Co., Ltd.,

wish to announce

that the name of their product **Sennalax** (Senna tablets)

has been changed to

Senna-Discs

MARKET NEWS

London February 16: Supplies of pharmaceutical chemicals were so far unaffected by the fuel emergency. The only price change was that of thiamine where a large maker advised a reduction of about £1.50/kg following an improvement in output.

Among crude drugs menthol continued to ease. Also lower were cascara, dandelion, gentian, balsam Peru and lemon peel. Kola nuts were dearer. Changes among essential oils were only marginal.

COMING EVENTS

Monday, February 21

Medway Branch, Pharmaceutical Society, Medway Postgraduate Medical Centre, Windmill Road, Gillingham, at 8pm. Mr J. C. Bloomfield on "Current affairs".

Tuesday, February 22

Reading Branch, Pharmaceutical Society, Southcote Hotel, Reading, at 8pm. Professor E. G. C. Clarke on "Aspects of drug analysis".

Wednesday, February 23

Pharmaceutical Society and British Society for the History of Pharmacy, 17 Bloomsbury Square, London WC1, at 7.00pm. Mr W. D. Hackman on "Early history of electrotherapy".

Plymouth Branch, Pharmaceutical Society, Boots Ltd, New George Street, at 7.30pm. Leslie Simpson's Film Evening.

Society for Drug Research, 17 Bloomsbury Square, London WC1, at 10am. "Anaesthetic and neuromuscular blocking drugs".

South London & Surrey Pharmacists' Golfing Society, Cobbs Banqueting Suite, Sydenham, London SE26, at 6.30pm. Annual dinner and dance.

Thursday, February 24

Birkenhead Branch, Pharmaceutical Society, Joseph Mayer Rooms, Bebington Civic Centre, at 8pm. Forum.

Bournemouth Branch, Pharmaceutical Society, Refresher course, postgraduate Medical Centre, Royal Victoria Hospital, Shelley Road, Boscombe, at 8pm. Dr D. Stern on "The bleeding diseases".

Brighton Branch, National Pharmaceutical Union, Langfords Hotel, Third Avenue, Hove, at 8pm. Annual meeting. Speakers: Mr D. N. Sharpe and Mr A. G. Trotman.

North Staffordshire Branch, Pharmaceutical Society, North Stafford Hotel, Stoke-on-Trent, at 7.30pm. Annual dinner and dance.

Portsmouth Branch, Pharmaceutical Society, Medical Centre, St Mary's Hospital, Portsmouth, at 7.45pm. Discussion of motions for branch representatives meeting.

South Eastern Region, Pharmaceutical Society, medical centre, Kent and Canterbury Hospital, Canterbury, at 8pm. Dr G. A. C. Christy on "Drugs and fertility".

Dundee Branch, Pharmaceutical Society, Queens Hotel, Dundee, at 8pm. Joint meeting with BMA. Dr A. Macdonald, on "Space travel".

Friday, February 25

Nottingham Branch, Pharmaceutical Society, Portland Building, Nottingham University, at 7.45pm. Annual dinner and dance.

THIS WEEK'S PRICE CHANGES

CONTACTASOAK (1553 Contactasol)

solution	10 cc	0.085	..	0.12%
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CULLINGFORO (331 C of C)

bath gems				
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Belle	1.94dz	0.57dz	0.29	a
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Berkley	4.68dz	1.37dz	0.70	
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Candle	3.08dz	0.90dz	0.46	i
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Father Christmas	3.35dz	0.98dz	0.50	
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Lantern	2.61dz	0.76dz	0.39	a
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Minor	3.48dz	1.02dz	0.52	
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Savoy	1.37dz	0.40dz	0.20	r
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Square	6.03dz	1.76dz	0.90	a
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Tassel	3.08dz	0.90dz	0.46	i
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Chinese	2.15dz	0.63dz	0.32	a
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Teltra	2.61dz	0.77dz	0.39	i
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Waldorf	3.08dz	0.90dz	0.46	a
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Chinese	2.61dz	0.77dz	0.39	
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Wand	3.35dz	0.98dz	0.50	i
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Xmas tree	3.35dz	0.98dz	0.50	
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soaps				
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buttermilk toilet	4.68	1.36	0.05	a
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rectangular	(1 gross)	(1 gross)		
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toilet loose	2.60	0.76	0.03	r
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bath loose	5.08	1.48	0.06	i
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Economy pack	(1 gross)	(1 gross)		
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toilet oval (4)	3.74 (4dz)	1.09 (4dz)	0.12	r
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bath oval (2)	3.74 (4dz)	1.09 (4dz)	0.12	
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glycerine and				
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cucumber toilet	4.74	1.38	0.05	i
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standard pack	(1 gross)	(1 gross)		
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toilet oval	3.28	0.98	0.18	r
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(6) x 28 bags	3.28	0.98	0.18	
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bath oval				
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(3) x 28 bags				
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CYCLAX (341 Cyclax)				
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Australian moisture bronze	1.10	
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easy-to-tan skin 95 g	1.20	
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sun-sensitive skin 95 g	1.20	
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OENTO (331 C of C)	1.38dz	0.40dz	0.21	a
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OERBAC (1221 Windsor)				
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liquid 2811	1.24dz	0.36dz	0.19	a
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medicated shampoo				
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soap 2835	1.24dz	0.36dz	0.19	
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2810	0.78dz	0.23dz	0.12	
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OOROT (384 Dorot)				
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medicated soap 75 g	0.80dz	0.24dz	0.12	c
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OOU-GESTAN (1259 Unichem)				
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lozenges	0.93dz	0.28dz	0.14%	a
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EMPIRIN (208 8W)				
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compound 100				d
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EYECLEAR (1553 Contactasol)				
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eye drops 200 cc	0.20	0.06	0.36	a
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EYESOOTHE (1553 Contactasol)				
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eye lotion 120 cc	0.185	0.055	0.33	a
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130 cc pack				d
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FORCEVAL (1367 Unigreg)				
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protein				d
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FORCEVAL PROTEIN (1367 Unigreg)				
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8x15 g sachets			0.60	i
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FRENCH ALMONO (1221 Windsor)				
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bath oil 55 ml	4.49dz	1.96dz	0.79	a
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bubble bath	4.99dz	1.45dz	0.79	
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creme perfume	5.96dz	2.60dz	1.05	
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dusting powder	6.53dz	2.85dz	1.15	
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hand cream	3.12dz	1.36dz	0.55	
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perfume purse size	4.83dz	2.11dz	0.85	
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presentation	9.09dz	3.97dz	1.60	
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minimist spray	6.25dz	2.73dz	1.10	
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skin perfume	4.83dz	2.11dz	0.85	
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soap (2)	2.84dz	0.83dz	0.45	
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splash Cologne	9.09dz	3.97dz	1.60	
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talcum puffer	5.11dz	2.23dz	0.90	
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shaker	3.12dz	1.36dz	0.55	
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t. travel trio	2.33dz	1.02dz	0.41	
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FYNON (104 8P)	5.68dz	2.48dz	1.00	
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spa bath liquid	2.19dz	0.66dz		
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FYNON (104 BP)				
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spa bath liquid	2.10dz	0.66dz	0.29	i
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GLEN (331 C of C)				
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fly killer 14 oz	1.80dz	..	0.20	a
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GROSSMITH (545 Grossmith)				
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bath crystals 809				d
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toilet soap, white rose				
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and cucumber 206 display	0.75dz	0.22dz	0.14	c
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KODAK (711 Kodak)				
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Instantatic 28	1.76	0.79	3.50	•
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LAEVOTONINE (218 Calmic)				d
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entire entry				
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MAVALA (1361 Mavala)				
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cuticle cream			0.97	i
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emery boards			0.06%	
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hand cream			1.49	
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MENNEN (1506 Mennen)				d
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shampoo p21				
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Mepacrine Hydrochloride (649 ICI)				
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tablets 0.1 g	100	0.27	0.40	c
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1000	1.64	..	2.45	
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MYCIL (179 BOH)				
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Ointment 30 g	0.12	..	0.18	a
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powder 55 g	0.12	..	0.18	
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OMY (331 C of C)				
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bath essence				
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bijou	1.92dz	0.84dz	0.31	a
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large	16.20dz	7.11dz	2.62	i
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sachet boules	2.19dz	0.99dz	0.36	a
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ORTHO-NOVIN 1/50 (922 Ortho)

tablets				
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Unipak 21	0.23	..	0.35+S48	
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PARISILON (1061 Riker)				
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tablets 2.5 mg	100	1.08	..	
----------------	-----	------	----	--

7.5 mg	100	2.48	..	
--------	-----	------	----	--

tablets 2.5 mg				
----------------	--	--	--	--

and 7.5 mg packs of 30 and 300				d
--------------------------------	--	--	--	---

PHAZYME (1178 Stafford)				
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tablets 100	9.90dz	2.97dz	1.34	i
-------------	--------	--------	------	---

PROTEIN 21 (150 6 Mennen)				
---------------------------	--	--	--	--

shampoo sachet	1.09	0.325	0.05	i
----------------	------	-------	------	---

5000	0.50dz	0.22dz	0.07	i
------	--------	--------	------	---

5000	1.20dz	0.36dz	0.17	
------	--------	--------	------	--

1000	2.00dz	0.60dz	0.28	
------	--------	--------	------	--

RAINETTE (331 C of C)				
-----------------------	--	--	--	--

Hair lacquer aerosol				
----------------------	--	--	--	--

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Two handsome, hand-made
cereal bowls for 75p, plus a Bemax packet
top. In top-quality pottery, made by the
craftsmen of Iden Pottery, Rye, Sussex, they are
especially designed to appeal to back-to-nature Bemax
buyers. Make sure you stock up in time.

The natural food tonic
BEMAX

CHEMIST & DRUGGIST

3th year of publication Vol. 197 No. 4798

The newsweekly for pharmacy

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Contents ©

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The Kodak XL33 movie camera is one of two recently-introduced Super 8 models reviewed in the Photography '72 special section that begins on p267

16½pc claimed for hospital pharmacists

A salary claim of 16½ per cent has been put to the management side of the Pharmaceutical Whitley Council, Committee C, on behalf of hospital pharmacists.

The claim is made up of a 5 per cent increase to "correct" the award made in 1971, and 11½ per cent in respect of 1972.

In their claim—uncharacteristically made public at the time of submission—the staff side point out that while the Department of Health awarded their own departmental pharmacists 9½ per cent in 1971, they offered only 7½ per cent to hospital pharmacists, tied to an acceptance of "completely inadequate salaries for the Noel Hall grades".

"Management could not have failed to have noticed the bitter dissatisfaction with which hospital pharmacists received the last award," say the staff side. They add that the management side now has the opportunity to demonstrate its concern that the service should be staffed by pharmacists able to offer the quality of service to which the patient is entitled, who feel that their services are being adequately rewarded, and whose career prospects are sufficiently attractive to keep them in the service.

The first part of the claim is 8 per cent on all allowances held. It is pointed out that existing grading will operate for some time while restructuring of the service is in progress—yet the last salary of 8 per cent did not include the allowances. The claim submits that allowances are an essential part of the salary system and should be subject to the same adjustments as salary.

"Every pharmacist holding an allowance is 8 per cent deficient on the last award for the whole of the year 1971 to 1972. This must be remedied before the new claim or award is considered or made."

The second part of the claim is for 5 per cent on all salaries and allowances to correct the last award. The staff side quote from earnings- and cost-of-living surveys to support their case—the Department of Employment earnings survey,

for example, shows the average rise in salaries and wages to have been 13½ per cent. The 5 per cent claim is therefore to bring the 8 per cent award of last year to this level and to restore the hospital pharmacist's relative position.

The claim's third part is for 11½ per cent on all new salaries, allowances and new Noel Hall scales, including part-time locum rates and clinic fees, to operate from March 1, 1972. This is based on a prediction of the rate of wage inflation during the year.

A claim is also being made for improvements in the annual leave.

A new grade

Changes in the Noel Hall assimilation terms are proposed, with the creation of a new "senior" grade between the "principal" and "staff" levels, "thus providing some measure of flexibility in assimilating chief pharmacists who are not area or principal pharmacists, deputy chief pharmacists and pharmacists in specialised posts."

Overall effect of the full claim would be to give the existing pharmacist grade £1,667-£2,094 and a chief pharmacist V £2,583-£3,600.

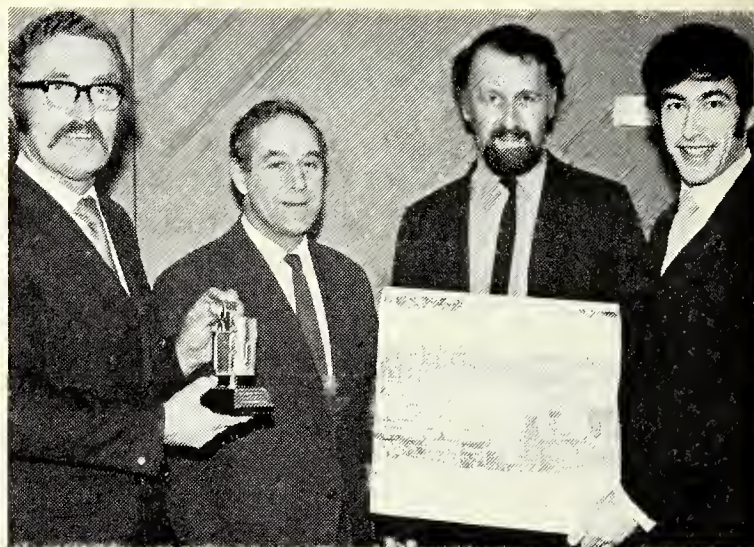
The top Noel Hall grade of regional pharmacist would receive £4,951-£5,650.

'Pyramid selling' case adjourned

Koscot Interplanetary (UK) Ltd, and its associated Swiss company, Koscot AG, have a complete answer to allegations of "pyramid selling" against them, their counsel declared in the High Court on Monday.

Petitions by the Department of Trade and Industry for the compulsory winding-up of the companies were adjourned for three weeks for more evidence to be put in.

The company claims to be engaged in the business of selling cosmetics by means of a scheme under which members of the public buy franchises and sell rights to other



A calendar produced for overseas companies of Glaxo Group Ltd has been judged the best pictorial entry in this year's National Business Calendar Awards competition sponsored by the British Federation of Master Printers and the London College of Printing. Members of the award-winning design team are shown above.

people. The Department contends that the system is in the nature of a "chain letter" and alleges fraud.

Mr Peter Millett, for the Department, told Mr Justice Megarry that as a result of publicity of the case further evidence had been made available to the Department. "Some of the English company's own franchise holders have come forward and are willing to assist the Secretary of State," he added.

Mr Joseph Ricardo, for the companies, said they needed time to answer the Department's evidence.

The Koscot companies' registered offices are in Landmere Lane, Ruddington, Notts.

Beecham restate their rpm policy

Beecham Products are this week reaffirming their policy of upholding the maintained prices of proprietary medicines.

Advertisements are appearing in both chemist and grocery trade weeklies (see p282) in which the company list three successful actions taken in the High Court in defence of the policy.

Beecham say they will refuse to supply any trader who will not give an undertaking to maintain the retail prices of their proprietary medicines.

New medicines exempt PT

The Purchase Tax (No 1) Direction 1972 operative from February 18 temporarily exempts further medicines from purchase tax. The effect of the Direction is to make the fol-

lowing additions to the entries in the schedule to the Purchase Tax (No 5) Order 1971.

To Head II of the Schedule are added, benorylate (Benorin is a proprietary); Cyclofenil; Guaiphenesin mixed with ephedrine hydrochloride, diprophyl line and phenobarbitone (Terallinctus); Hexamine hippurate (Hiprex); Flumethasone mixed with dimethylsulphoxide, prepared for veterinary use.

The entry relating to "deglycyrrhizinised block liquorice-frangula bark" is extended to read: deglycyrrhizinised block liquorice (containing not more than 3 per cent glycyrrhizic acid) whether or not mixed with bismuth subnitrate, aluminium hydroxide gel, magnesium carbonate, sodium bicarbonate and powdered frangula bark.

Funeral of O. H. Waller

Pharmacists from many branches of the profession joined the family and friends of the late Mr. O. H. Waller, former Editor of C&D, for the committal service at Enfield crematorium on February 18.

Among the large number of floral tributes were wreaths from the Pharmaceutical Societies of Great Britain, Ireland and Northern Ireland.

The Editor has received further letters of appreciation but pressure on space during the present power emergency prohibits their publication.

Mr Waller thanks all those who have written to her personally—too many, she regrets for individual replies at the time.

Hexachlorophane: Society's advice to pharmacists

Pharmacists were this week advised to segregate those baby products known to contain hexachlorophane and not to supply them unless satisfied that they were being used on medical advice.

The suggestion from the Pharmaceutical Society followed a Government decision on the use of hexachlorophane for infants. Members should interpret the decision as applying to all baby products known to contain the substance, said the Society, whether or not they had been recommended by the manufacturers for a medicinal purpose.

The Society also stresses the desirability of adults seeking advice from their doctors before using medicinal preparations that contain hexachlorophane (including medicinal soaps) for their own total body bathing or widespread application to the skin. This should be drawn to the attention of customers buying such products, adds the Society.

Sir Keith Joseph, Secretary of State for Social Services, announced in the Commons on February 18 that he had accepted a recommendation by the Committee on Safety of Medicines that the co-operation of the industry should be sought to ensure that products containing hexachlorophane for medicinal use on infants such as talcs, powders, creams, ointments and emulsions, should only be recommended for use on medical advice.

The Committee also recommended that hexachlorophane soaps intended for medicinal use should carry a cautionary notice on their wrappers, that sale of those products should be restricted to pharmacies, and that they should not be advertised to the public.

The Committee described hexachlorophane as a long-established antibacterial agent, less liable to cause skin irritation and sensitisation than some other agents.

Reference was made to American studies published here (*Lancet* 1971, 2, 296), which reported high doses of the substance as being neurologically toxic to rats. The authors provided evidence of percutaneous absorption in babies washed with hexachlorophane solution and recommended rinsing after application.

The highest blood concentration they found (0.646ppm), was two thirds the blood concentration found to induce toxic signs in rats.

Givaudan and Co, manufacturers of the substance, have commented that the Committee had emphasised that it had no evidence that widespread use of hexachlorophane preparations during the past 22 years had been harmful to human adults or infants, and that it recognised the difficulty of relating animal studies to humans.

"We know that one of the objectives of the Committee on Safety of Medicines was to allay unjustified public alarm, and it would be very unfortunate if difficulties encountered by retail pharmacists in applying the recommendations detracted from their intention," the company stated.

In America a recent sharp rise in staphylococcal infections in hospital nurseries following a previous ban on hexachlorophane has caused the Food and Drug Administration to reinstitute "with great care" bathing with the substance, it is reported.

□ S. Maw Son & Sons Ltd announced on Monday that they will be reformulating products which contain small amounts of hexachlorophane. They advise pharmacists to put relevant products aside prior to replacement by sales representatives or further instructions from the company.

Woodwards point out that no item in their baby range contains hexachlorophane.

Infection traced in pharmacy

An unidentified *Pseudomonad* gave rise to infections in a number of patients at St Thomas's Hospital, London, before Christmas. Bacteria of the same type were later isolated from the pharmacy's special water supply.

The infection was controlled within a few hours, but one infected patient later died. His



Mr E. Sallis jun, chairman of E. Sallis Ltd, surgical manufacturers (left) presenting candelabra on behalf of the company to Mr J. Sallis and Mr T. E. Smith to mark their retirement. Mr J. Sallis was managing director and had 52 years service while Mr Smith (sales director) had 30 years. Messrs R. Sallis and A. F. Sallis have been appointed joint managing directors

death was reported to the coroner and was attributed to congestive cardiac failure. The infection was a post-operative complication following heart surgery for a long-standing heart disease.

As soon as the organism was isolated, stocks of the sterile products were withdrawn and alternative supplies are being bought in until the source of the infection can be eliminated.

The contamination appears to have involved the final distilled-water cooling rinse in the autoclaving process which has affected closures during injection fluid production. No further cases of infection have arisen since the action was taken.

Alterations are in progress.

Saccharin and cancer

Because of the "incredibly high amounts" of saccharin administered in certain experiments, the fact that cancer may or may not be produced in test animals is of no practical significance.

That was a comment made to *C&D* by Professor J. Yudkin, Professor of Nutrition at Queen Elizabeth College, London, following the recent pronouncements from America (*C&D*, February 5, p150), on a possible ban on the substance.

Professor Yudkin qualified his remark by saying that the situation was different in America because of part of the Food and Drug Administration's regulations known as the Delaney clause. Under its terms no food additive is allowed to be marketed if, when ingested by man or any

animal, or on the basis of "appropriate" laboratory tests, it is found to induce cancer. The clause applies to ingestion of any amount of a substance by any animal.

The FDA move follows experiments in which the diet of rats contained five per cent saccharin for two years. A comparable human dosage for a 70kg adult would equal 175g per day for a lifetime according to an FDA estimate.

Mr Anthony Stodart, Parliamentary secretary to the Department of Agriculture Fisheries and Food, stated last week that FDA comments referred only to the preliminary results of one of a number of studies about the safety of saccharin. When all the relevant results were available (they are expected within a few days) an informed assessment can be made. A Department spokesman said to *C&D* that no action is proposed at this time because the evidence presented was so slight.

The work that has created the present situation is funded by the Sugar Research Foundation, a sugar industry group and is being carried out at the University of Wisconsin.

'Ombudsman' for health

The Government is to appoint a Health Service commissioner, the Secretary for Social Services told the Commons on Tuesday. The "Ombudsman" will correct "injustice arising out of maladministration" but will act only when existing procedures have failed.

More news on p 258

PEOPLE

Mr Allan S. Rae, at present head of the regional organisation of CIBA-Geigy Ltd in Switzerland, is to head CIBA-Geigy (UK) Ltd and Ilford Ltd later this year. He will succeed Lord Harvey who will continue on the main board in Basle. After retiring as executive chairman in the UK he will act as adviser and consultant to Mr Rae.

Mr Rae is already a member of the board of the British companies and although his new appointment means that he will be based in London he will still be one of the ten top management executives of the Swiss company.

Deaths

Barlow: Suddenly, on February 10, John Philip Barlow, MPS, 89 Havant Road, Cosham, Hants, aged 53.

Mr J. C. Bloomfield writes: For 18 years John Barlow served on the Portsmouth Pharmaceutical Committee, and attended many contractor conferences as a delegate on behalf of his local colleagues. He had a warm regard and affection for the Portsmouth Chemists' Association and he kept its constitution alive by convening dinner meetings and organising its agendas.

He was the undisputed leader of pharmaceutical organisation at Cosham, and could always be relied upon to sort out problems affecting contractors in his area. Apart from pharmacy John was a keen rotarian and a founder member of the Cosham club. He truly lived out the ideals of the movement "service before self", and many can testify to his kindness and generosity.

Appointments

The DDD Co Ltd have appointed Mr R. F. Allan their Scottish area representative.

Rapidol Ltd have appointed Mr C. R. J. Beech Midland area representative for Warwickshire, Worcestershire, Staffordshire, Herefordshire and Northamptonshire.

Pharmaceutical Specialities (May & Baker) Ltd have appointed the following representatives: Mr M. F. Phillips

MPS for Sussex, Mr W. Steele, Oxfordshire and Buckinghamshire and Mr R. G. Syme MPS (NZ), for part of Middlesex and South Hertfordshire.

Johnson & Johnson International: Mr Leonard Bailey, FPS, FBIST, formerly managing director of Ethicon Ltd, has been appointed vice-president.

Ethicon Ltd: Mr A. Lindsay Stewart, CA, formerly general manager responsible for operations and marketing, has been appointed managing director.

A. H. Robins Co Ltd: Mr R. Berman has been appointed pharmaceutical sales executive with responsibilities for the development of the range of o-t-c products, which include Chap-Stick, Shap-ans, Dimotapp LA 6's and Allbee with C 15's.

Cyanamid of Great Britain Ltd have appointed Mr John S. Warden manager of their Davis & Geck department. Mr Warden succeeds Mr H. R. Lavery who is being reassigned to Cyanamid International as area marketing manager of surgical products.

Business briefly

James North & Sons Ltd advised shareholders last week to take no action on a £6.5m bid from Siebe Gorman Holdings Ltd.

Alo Cosmetics Ltd has been acquired by Radcliffe Holdings Ltd, which is part of the £30m Hutchison International Ltd trading organisation.

Mr F. R. Trimble, MPS, has acquired the pharmacy of Robert S. Leslie, MPS, 322 Dumbarton Road, Glasgow W1 and will commence trading on his own account from February 29. Correspondence for Mr Leslie to 9 Chisholm Street, Glasgow G1 5HA.

G. Dudley Smith Ltd, formerly of Ilchester Pharmacy, 31 High Street, Ilchester, Yeovil, Somerset, have transferred their registered office to Newbury Pharmacy, Gillingham, Dorset, to where all communications should be directed. Ilchester Pharmacy is now owned by Mrs G. G. Nielsen, MPS.

Macarthys Pharmaceuticals Ltd are recommending the capitalisation of £812,582 for a proposed issue of a one-for-one scrip issue and an appropriate increase in the authorised share capital. Notice of an extraordinary meeting is given for March 9 at 11 am to put a resolution to that effect.

Topical reflections by Xrayser

Tribute

I was impressed, but not surprised, by the many expressions of appreciation of Owen H. Waller—of the man and his work—and I should like to be associated with all that has been written and, at the same time, to pay a personal tribute. That he was at the top in his profession was evident from the style and presentation of the "copy". That he was thoroughly conversant with every facet of the pharmaceutical scene could be sensed from the subject matter of the leading articles over the years, in which clarity of expression and forthrightness were so combined as to influence pharmaceutical thought and action.

Yet he would have been the last to claim that he had any such influence, for one of his most striking characteristics was his innate modesty. He made many friends and, what is more, he kept them. He had no need of the injunction of Dr Johnson regarding the need for effort to keep one's friendships in good repair. And it was that wide circle of friends, together with his persuasive manner, which enabled him to provide his readers with expert features on a wide variety of subjects, nowhere more evident than in the long series of Annual Special Issues in which he took such pride. They remain a lasting tribute to his skills and his very considerable erudition.

He possessed, in good measure, the all-important virtue of being a good listener, and his sense of humour and twinkling eye will be remembered by all who knew him. Although officially retired, his wide interests and his abundant energy gave the hope that he would continue to delight us for years to come. His passing is premature.

Product dating

The reference to the dating of products draws attention to a growing problem. In the case quoted, the tins of baby food concerned bore a code marking which referred to the date of manufacture, and there was no question of an expiry date. That it should be necessary to break the manufacturer's code for the retailer's information suggests that the matter has hitherto been considered as affecting only the manufacturer.

The whole question of dating, particularly that of expiry, provides problems which could, I feel, be solved by more prominent marking in many cases. It is disconcerting to discover that the all-important date is on the bottom of a packet and that no intimation anywhere directs the retailer or the purchaser to examine the base for such information.

The same difficulty exists with some of the proprietaries issued on prescription. It is obvious, for example, that ointments containing antibiotics have a limited life, but in some cases only the closest examination discloses that the date is simply indented on the end of the packet and is practically undetectable in certain lighting. It should be clearly and boldly marked in a contrasting colour.

VAT

The patience and perseverance displayed by Mr J. Wright, director, National Pharmaceutical Union, in his dealings with the Chancellor are admirable, and there seems to be no course open other than to continue the fight, discouraging as the results have been to date. I think Mr Wright is correct in his assumption that the matter is political, and the suspicion grows that the decision will be a dictated one.



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otherwise) It is far quicker than pricing by pen.
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Unit dosage for oral liquids

A unit dose pack for oral liquids was described recently in an advertisement appearing in the *American Journal of Hospital Pharmacy*.

Produced in two sizes (for doses of 5-11.25mls and 15-30mls) the pack is a shallow aluminium cup with a peel-back lid, on which the medicine label is printed.

The walls of the cup are white on the outside and have a "drug compatible internal coating".

Offered as an improved method of taking oral liquids the manufacturers claim that medicines can be administered at less cost than by conventional methods.

The packs are trademarked The Patient Cup and are produced by Philip Roxane Laboratories Inc, Columbus, Ohio.

Franco-British scholarship

The Franco-British Pharmaceutical Commission's 1972 scholarship in France will take a new form, and will be similar to that successfully organised for French graduates visiting Britain during the past few years.

The award, for which applications can be made by pharmacists who have recently graduated, will provide a three-month period of experience in pharmaceutical practice commencing, if possible, on September 18.

The major proportion of the time will be spent in the *Pharmacie Centrale des Hôpitaux de Paris*, an organisation concerned with the manufacture of pharmaceutical preparations for use in Paris hospitals.

There will also be an opportunity to attend lectures with fifth year, industrial option, students at the *Faculté de Pharmacie de Paris*. In addition, arrangements can be made for visits to general practice pharmacies and wholesale distributors if the graduate so wishes.

The award covers travel and accommodation costs together with a reasonable subsistence allowance. Applicants must have a good working knowledge of the French language. Requests for application forms should be sent, before March 1, to The secretary, Franco-British Pharmaceutical Commission, 17 Bloomsbury Square, London WC1A 2NN.

Dealing with Bedfordshire's drug addicts

Bedfordshire now has more than 2,000 drug takers aged between 14 and 24 years, yet five years ago it had none, the local Branch of the Pharmaceutical Society was told last month.

Detective Constable Beck of the county's CID, said that many young people came into contact with drug taking as part of growing up—for example, in discotheques—but drifted away from it unscathed. The approach of the Bedford CID was to advise, and to use the courts.

Although heroin was the main troublemaker, cannabis, amphetamines and LSD were also being used. Heroin had been found mixed with Ajax scouring powder and being sold at $\frac{1}{4}$ grain of heroin for £2. Pushers made £100 a week out of £30-£40 heroin obtained from London. Chief sources of supply were wholesalers in Cambridge, Birmingham and London, pharmacy break-ins and stolen prescriptions forms.

Other means of obtaining "kicks" the police had discovered included the inhalation of Evostick vapour, five aspirins by intravenous injection and a hallucinogenic smoking mixture made from banana skins.

Mr Beck concluded with the disturbing thought that the present day drug problems would produce a relatively large number of young "tramps" in a few years time. But, the best advice was for parents to bring up their children to respect themselves and others.

Pharmacy at the RSH congress

Pharmacy and the new health services will be the subject of papers to be given at the Royal Society of Health's annual congress at Eastbourne, April 24-28.

The special pharmaceutical session on April 26 will include papers by Mr Norman Fowler MP on "The efficient co-ordination of all aspects of the pharmaceutical service", Mr J. A. Baker, group chief phar-



One of three chemist winners of a recent Syntex-sponsored competition is Mr P. Littman (right) of Martin Chemists, London, NW6. His prize: a trip to Euroshop in Dusseldorf

macist, Westminster Hospital, on "The hospital service" and by Mr J. P. Bannerman, chairman of the general practice sub-committee, Council of the Pharmaceutical Society, on "The community service".

Mr W. M. Darling, president of the Pharmaceutical Society, will be in the chair.

SA chemists told: curb advertising

The Pharmacy Board in South Africa recently said that it would make rules to force pharmacists to tone down their advertising to a level more in keeping with "the professional image." The Board's main targets are the Plus group of chemists and the Big Six group, which have adopted forceful advertising techniques in the past few months. Both organisations are co-operative operations backed by pharmaceutical wholesalers. Pharmacists, however, have accused the Board of meddling in their business affairs.

Mr Julius Israelson, national chairman of the Retail Chemists' and Druggists' Association, said the Board had no power over the way a man ran the business side of his pharmacy, as distinct from the professional side. "If the Board tries to control our advertising, we will go to court. It should be a very interesting test case," he said. Mr D. A. Duggan, registrar of the Pharmacy Board, said the Board has asked pharmacists to tone down their advertising—"At this stage, it is only a request, but if they don't comply, we will have to make rules to force them to comply," he added.

Despite the Board's threats, one of the most robust advertising campaigns yet conducted by pharmacists, the "Plus Money Game," is still continuing.

Mr Ian Bernhardt, general manager of Plus, which has 800 member pharmacies, said the advertising would continue: "We must use every modern promotional technique to project the difference between pharmacy and other retail outlets."

Although the board has not given any precise definition of what constitutes unethical or undignified advertising, it is known that it frowns upon big spreads in newspapers, film and radio advertising, handbills and advertising on litter bins.

NEWS IN BRIEF

□ Average weekly sales by chemists and photographic goods dealers in Northern Ireland were 8 per cent higher in October 1971 than in the same month of the previous year.

□ Dispo '72, the International Exhibition and Conference on disposables and nonwovens, due to be held at London's Hotel Russell, March 21-23, has been cancelled, due to lack of support from the industry.

□ One of three projects available to competitors in the students' section of this year's Starpacks competition is the design of an after shave pack that allows direct application of the product to the face. Details from the Institute of Packaging, Fountain House, 1A Elm Park, Stanmore, Middlesex HA7 4BZ.



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Seeds: traditional profit earners

Many retail pharmacists are forced—or choose—to diversify their stock range beyond the traditional. For many, the answer has been a “pick-up” line that brings extra business from existing customers while taking up a minimum of sales space—tights or records are among the obvious examples.

Seeds may be considered among these alternatives, but they represent one that has many advantages:

- ☐ Not necessarily out of place in the pharmacy—in fact a “traditional” part of the stock range in many areas of the country.
- ☐ Small outlay, and supplied on a sale-or-return basis, yet with a full profit margin.
- ☐ Self-selling from a small display space.
- ☐ Capable of development into a specialised section which will bring in new customers.

The market

Gardening is said to be Britain's number one hobby, and the amateur gardener is estimated to spend around £4 million a year on packets of flower and vegetable seeds. On top of this they buy pre-packed grass seed to a tune of some £1 million.

Although the season for the mail order business starts to warm up around Christmas, it is the months of March, April and May that see the main sales through shops—something like 70 per cent of the year's turnover being achieved in that period.

Retailers account for as much as 85 per cent of the total packeted seed market, the outlets being gardening shops, garden centres, hardware, florists, pet stores, departmental stores, general stores—and chemists. Although chemists appear to have no more than four per cent of the market at the most, the packeted seed producers believe that they have a considerable potential, particularly if they ally their sales of seed with specialised garden products such as pesticides, herbicides and fertilisers which demand “professional” advice at point of sale. Indeed, regionally chemists have a much bigger share of the market, particularly in South Wales, the West Country and parts of the North where they may be regarded as the “traditional” gardening outlet. To quote Carters: “Here surely is a potential that has lain dormant for far too long and a market that bears serious consideration in terms of exploitation and expansion”. Suttons are equally confident that chemists can increase their share of the market considerably.

Both these major seed suppliers are at present courting the chemist as an outlet,

so what should he be looking for in deciding whether or not to take up the challenge?

The customer

The really dedicated gardener usually buys his seeds through a mail order catalogue—part of his pleasure in the hobby comes from making these decisions during the winter evenings when outdoor work is impossible. However, these people represent but a small proportion of those who would be prepared to class themselves as “gardeners”; two further categories exist—the “interested” who go out looking for seeds in the spring, and the “casual” who buy seeds whilst making other purchases because they see something they would like in their garden.

In general the buyers of packeted seeds seem to be fairly evenly spread throughout Great Britain, though those in the Southern counties tend to buy rather more per head than those in the North. There seems also to be very little influence from age, sex or social class.

Advertising

Judging by previous years, Suttons are the biggest advertisers in this field—Media Expenditure Analysis Ltd say that Suttons spent £62,000 in the nine months up to the end of September 1971 against £10,900 for the next largest supplier selling through shops, and £21,200 for all other seedsmen selling through shops. For 1972 their plans are even bigger including not only Press advertising but, for the first time, television. National and gardening papers are of course included with full-colour pages in the schedule right up until the end of April. The television campaign is on all commercial stations and is concentrated in the three-week period preceding Easter. It promotes Suttons free plastic “T” garden label offer (see below).

However, during the 1972 season Carters will be mounting their biggest-ever

advertising campaign, covering most of the major daily newspapers and the gardening Press. There will also be trade promotions and a number of what are described as “novelty” merchandising ideas.

Buying terms

Both Suttons and Carters give the retailer a 33½ per cent discount on retail prices. And both supply their seeds on a sale or return basis.

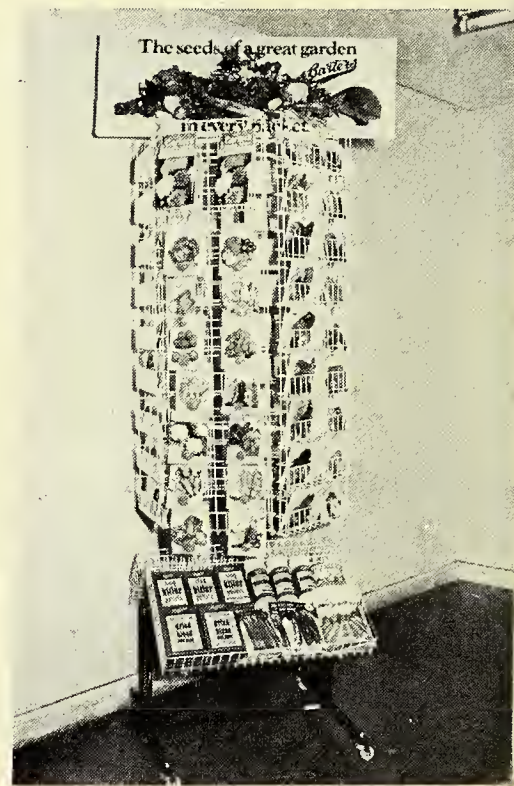
Suttons sell only through appointed agents. Initial supplies of 200 full colour pictorial flower and vegetable seed packets are sold into the trade in the form of collections between November and March. All unsold packets are returned before the end of August for crediting. This season Suttons have offered eleven different collections of flower and vegetable seeds which are designed to suit individual customer's requirements. However, lawn seed is sold on an outright basis and is not returnable.

On top of the basic discount Carters offer “additional incentive discount for high sales, brand loyalty and prompt payment”; if the quantity returned at the end of the season is low, yet another payment becomes available. Carters say that the retailer would normally need to stock some 60 flower and 35 vegetable varieties with 10 varieties of peas and beans.

In terms of the number of packets stocked the split between flowers and vegetables is approximately fifty-fifty. As a guide a small selection will consist of approximately 350 packets—though the average will be nearer 1,200, with a value of £127. Customers can make their own selection or buy one of Carters basic collections. There seems to be no regional

Continued on p 262

Carters new Rotamobile unit. Special attachments enable it to display seeds, bulbs and sundry items when in season





As well as reducing the queries and errors you get at a cash till, the Meto system can also publicise your name, promote related items, tell you how long they've been on the shelf, highlight bargains, and signal who you bought from and in what quantity and when.

Continued from p 260

variation in the varieties of seeds purchased.

Suttons also offer what they call their "privilege order system". This season they have distributed 950,000 full-colour catalogues listing a range of over 1,150 flower and vegetable seeds, and agents can earn profits on mail order of these seeds to their customers. No extra stock need be carried and all the agent has to do is to put his stamp on the order form provided and hand it to his customer for mailing to Suttons. A commission of 20 per cent is automatically credited for all orders received.

Promotion and display

Both Carters and Suttons provide a variety of display units, free standing, or for counter use to suit all types of outlets—see illustrations. Also available are such aids as window bills, stand crowners, and dump bins.

Suttons' big selling peg this season is the gift of one free "T" label with every packet sold. At a cost of 10p for 20 labels the offer amounts to a price reduction of $\frac{1}{2}$ p on every packet. Suttons pointed out that with most packets selling at 5p, the free labels represent a price reduction of 10 per cent—and the promotion is costing them some £30,000 in 1972.

Developments

The main development in the seed world in the last couple of years has been the introduction of pelleted seed. Developed for the mechanical handling of awkwardly shaped seeds in the horticultural industry the pelleted seed has several advantages for the amateur gardener. Pellets make small seeds much easier to handle and sow, less thinning is needed and plants develop better without the check caused by thinning and transplanting. Hardy annuals can be sown direct in patches for borders with great accuracy. In the vegetable garden the sowing of pelleted seed reduces the backaching task of thinning out.

Carters are making the most of this concept by presenting pelleted seeds in a transparent plastic bubble mounted on a card depicting the "end product" in natural colours.

In 1965, Suttons introduced their "harvest fresh Sutton-sealed" process and packaging. A seed is at the peak of perfection when it is harvested and from then on it deteriorates under normal conditions. After harvest, Suttons' seeds are now kept in moisture-proof stores. Dried air is continuously pumped through and the effect on the life of the seed and subsequent vigour of the seedling is said to be very marked—"in some instances it is almost miraculous".

To preserve seed in "harvest fresh" conditions, Suttons have developed vapour proof, foil laminate packets for nearly all their flower seeds and most vegetable seeds. These packaging processes are recognised by the Ministry of Agriculture with a three-year validity licence, and Suttons say they ensure the garden gets surer results from stronger, more vigorous seedlings.

TRADE NEWS

New look for Vacco flask

Vacco Ltd, Grosvenor Gardens House, Grosvenor Gardens, London SW1 have announced that their Vacco de Luxe vacuum flask (£0.59) has been improved, now coming with a polymer body, larger polypropylene cup and new colours of strawberry, deep turquoise and bright orange, each with contrasting white waist-band, cup and closure.

Restyled bottles from Charles Perry

Charles Perry have announced that their range of 16 Natural Beauty Cosmetics skin and hair preparations are being displayed in a new bottle style at Remcon '72, Royal Lancaster Hotel, London from March 5 to 7.

Only two bottle sizes are to be used, 145cc and 95cc, with prices varying from £0.36 to £0.64, depending on product.

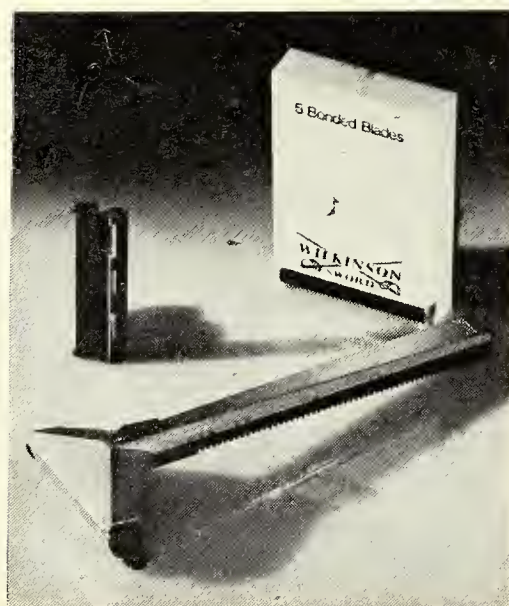
The containers, moulded in white opaque PVC with matching caps, will be silk screen printed in a selection of seven colours with details of the contents and how they should be used.

To back up the restyling, a new series of leaflets and price lists will be issued in time for Remcon; these can be obtained from the company's offices at 155 Pits-hanger Lane, London W5. Distributors are Alfonal Ltd, Byfleet, Surrey.

Top award for bonded system

Wilkinson Sword Ltd's bonded shaving system was one of 12 products to win Britain's top design award for consumer items this year from the Council of Industrial Design. Certificates will be presented to winning manufacturers by HRH The Duke of Edinburgh on May 23.

Products are chosen from those in the Council's index and those displayed in the Design Centre, the main criteria for



selection being technical innovation and fitness for use.

Speaking about Wilkinson's product a member of the selection committee said that they felt that here an award was being given to a completely new development. The bonded system had been properly looked at from a design and marketing point of view. There ought to be more such British innovations.

The company are also now marketing the system in America and Germany and plan to introduce it into other countries shortly.

Durex leaflet highlights acceptance

A leaflet, to be included in packs of all leading brands of Durex, is designed to give the consumer added confidence in the reliability and acceptability of the protectives.

Initially, the leaflets will be inserted in Fetherlite and Nu-Form and later will be included in Gossamer.

The Durex Family Planning Division, LR Industries Ltd, North Circular Road, Chingford, London E4, say the protective is used by 42 per cent of married couples who practise contraception, according to "Family Intentions", a survey for the Office of Population Census and Surveys.

Purapen G discontinued

Beecham Research Laboratories, Brentford, Middlesex, are discontinuing Purapen G on March 1. Stocks eligible for credit should be returned to RGI, Beecham Ethical Distributors, Clarendon Road, Worthing, Sussex, by March 31.

Continued from page 262

Close-up from Gibbs

A national launch is expected soon from Elida Gibbs Ltd, Portman Square, London W1, for their new toothpaste, Close-up.

The launch follows test marketing that began in the North of England in February 1971 and was extended to the Harlech and Westward regions by September—covering 25 per cent of the population.

It is understood that Close-up will be in direct competition with Colgate Palmolive's Colgate brand.

Kiku dusting powder

Fabergé Inc, Ridgeway, Iver, Bucks, have re-presented Kiku dusting powder (£1.50) in the black tower unit. Five yellow globes are contained all in see-through boxes, with a sixth stored behind.

The company has also introduced a new merchandiser, the Brut Love of Life unit. A fluorescent green, ochre-padded shop-within-a-shop display unit. Five slot-in shelves show Brut at its best. The showcase is pilfer-proof and protected by a clear, sliding door.

Glumorin discontinued

FBA Pharmaceuticals Ltd (Bayer Germany), Haywards Heath, Sussex, announce that Glumorin tablets are being discontinued and no further supplies are available. Depot-Glumorin (ampoules of 40 units) will continue to be available.

Bonus offers

Fabergé Inc, Ridgeway, Iver, Bucks. With 24 Brut splashers (£2.35) merchandiser. Two free Brut lotions. 12 Brut Talc (£1.15) merchandiser. One free Brut Talc shaker.

Macdonald & Taylor Ltd, PO Box 6, Portland Mill, Ashton-under-Lyne, Lancs. Certor PVC medicals. 50 300ml bottles free with 1,000 assorted complete with caps. Coplastic tablet bottles. 200 16ml bottles free with 1,800 assorted complete with caps.

ON TV NEXT WEEK

L = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Andrews liver salts: All except U, E

Askit powders: Sc, G

Buttercup syrup: Lc, Y, NE

Elnett Satin: All except E, CI

Man size Scotties: All except E

Milk of Magnesia liquid: All except U, E

New Bristows: All except E

Protein 21: All areas

Reban treatment shampoo: All except E

Signal: All except E

Sunsilk shampoo and hairspray: All except E

NEW PRODUCTS AND PACKS

Revlon's spring introductions

Revlon have announced a range of cream Shiny Eye Shadows in a jar (£0.85), which are claimed to be greaseless, stainless and transparent. Coming in six colours, Seafan Coral, Amberina, Sapphirine, Sky Violet, Sea Grape, and Sea Green, the shadows should be applied with the finger, but a brush may be used to shade out.

In addition, there are four new colours in the Super Sheer Transparent lipsticks (£0.65): Seaglass Coral, Seaglass Copper, Seaglass Poppy and Seaglass Topaz and three Luminesque Cream Blusher newcomers (£1.40): Copper, Garnet and Flame (Revlon International Corporation, 86 Brook Street, London W1).

Steel appeal

From Kent come two new shaving brushes with a "spun stainless steel vase handle" designed with the current "steel appeal" trend in mind. The super blend model S12 (£10.10) is matched with the popular blend S11 (£8.05). (G. B. Kent & Sons Ltd, 24 Old Bond Street, London W1X 4AB.)

Shampoo for long hair

Following the recent launch of Breck Basic conditioner, a texturising shampoo with protein under the same brand name has been announced.

This has been designed specifically for girls with long hair, or those who would like to grow their hair long but don't because of the problems involved, ie, split ends, greasy roots and tendency towards limpness. The product comes in two sizes of shatter-proof bottle, 70cc (£0.23) and 112cc (£0.32) as well as



sachets (£0.5). The statistics relevant to the shampoo quoted by Breck are that 36 per cent of girls in the 16 to 24 age group have long hair, 81 per cent worry about split ends and 71 per cent would like to grow their hair longer (Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW3).

Polaroid trio

The three new instant picture cameras that Polaroid UK are to introduce shortly are now named—and (subject to Budget tax changes) priced.

The Polaroid Super Swinger Land camera (£7.95) is a square-format pack-loading variant of Polaroid's most successful Swinger II (Swinger II stays on sale). It uses the Type 87 Land film.

Square Shooter 2 (£14.95), is the name of a new colour-capable-only camera. It uses Polaroid Type 88 film. The third camera is the Polaroid Big Shot Portrait Land Camera (£16.95), which is designed to produce studio-quality portrait pictures on Type 108 colour film.

Polaroid's target date for the launch to the public—April 10 (Polaroid (UK) Ltd, Rosanne House, Welwyn Garden City, Herts).

LETTERS

Member of Boots?

I am in a bit of a quandary as to where I should direct my cheque in payment of my retention fee as a pharmaceutical chemist. On the BBC News I hear that Boots have decided to withdraw from sale products such as baby creams containing hexachlorophane and that the Pharmaceutical Society are to recommend other chemists to do the same.

Not so long ago the Society tried to stop chemists from selling non-pharmaceutical lines which by tradition and commercial usage they had sold for many years. Boots once again came to the rescue and allowed us by their action to continue to sell the range of merchandise which made us viable against other High Street competition.

Every week that passes sees Boots acquiring other companies by merger or "takeover" which results in more and more of the products on my shelves coming from the Boots stable. Accordingly I find that more and more of my livelihood comes from Boots (and this will increase if they obtain Glaxo) and also that Boots do more by virtue of their pronouncements such as that on the BBC News to enhance my status in the eyes of the public than the Society does.

In all fairness then, I feel that my retention fee should go to them as they do more for me than Bloomsbury Square, and should be rewarded. Perhaps I am unjust and haven't realised that the Society are adopting the military gambit of "leading from behind."

W. F. Wilkinson
Sittingbourne, Kent



right again!

UNICAN are right again with the timing of their National advertising campaign which commences on March 3rd ready for the Spring and Summer seasons – and remember

UNICAN have the right varieties
– 6 types of BEER & 16 types of WINE

UNICAN have the right quality
– laboratory controlled production

UNICAN have the right distribution
– through over 40 leading wholesalers throughout U.K.

UNICAN have the right profit margins for you
– second to none

MAKE SURE YOU GET YOUR STOCKS OF UNICAN – RIGHT NOW
ready for the increased demand which is coming

New stockists are invited to write for details of special introductory offer.

Monks' Home Brews Ltd., Nordrach House, Staple Hill, Bristol BS16 4QF. Telephone Bristol (0272) 657241

The associated company of Grey Owl Laboratories Ltd.

REMEMBER!

OUR PHOTOGRAPHIC PROCESSING

By using our Photographic processing services you can be assured of fine quality with all your work either in colour or black & white.

REMEMBER!

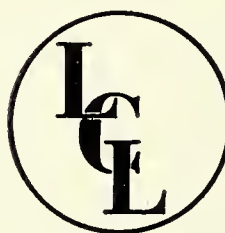
Photographic processing and sales are one of your

★ BEST PAYING LINES TODAY

We offer full processing services for all makes of film and handle them to makers' recommendations.

★ QUALITY CONTROLS THROUGHOUT

SEND NOW TO



**THOMAS
LITSTER**

P.O. BOX 7

**MARCH STREET INDUSTRIAL ESTATE
PEEBLES, SCOTLAND**

EST. 1923 TELEPHONE: 07212 3185

WE ALSO SUPPLY

★ PHOTOGRAPHIC PRODUCTS & ACCESSORIES WHOLESALE ★

PHOTOGRAPHY '72

Your position of advantage

by Stanley Bowler

We've said it before and we'll say it again—every chemist-dealer with a family business connection is in a particularly privileged position when it comes to advising his customers.

However, there is little point in attempting to compete with the specialist photographic and ciné dealer unless you are really serious about it—expensive 35mm cameras and high-priced movie outfits represent a considerable outlay of capital in a small business. The man or woman who's interested in this kind of merchandise would not be likely to come to you to buy it.

At the other end of the scale are the very cheap "toy" cameras which may probably be more trouble than they are worth in turnover. The trouble will come from results which seem less good than the customer may have been led to expect—if colour film has been used then the inadequacy of the prints will lead to even greater disappointment.

We've now chopped off both the top and bottom ends of the price scale of equipment. But, *towards* the lower end there is a mass of good apparatus, much of it extremely simple to handle, yet giving very satisfactory results even in the hands of the complete beginner. And the interesting thing is that this range of cameras, both still and movie, is obtainable from the principal manufacturers. This is important if you are to rely on guarantees and proper servicing when things do go wrong. Much of modern equipment is imported, especially from the Far East but, even so, it is distributed by companies which have been in the photographic trade for many years.

Promotional support

Now, both manufacturers and suppliers are anxious to sell their cameras and accessories. To this end they supply attractive leaflets, showcards and so on for point-of-sale presentation. Enlist their help in building useful sales . . . there is no point in just putting a camera outfit in some odd corner of the window and expecting it to sell itself when it is partly hidden behind a display of remedial footwear or false eye-lashes. You'll probably say that the amount of space devoted to any item or group of items either in the window or in the shop itself must depend upon its turnover value. Very true in principle it must be admitted . . . but there is more to it than this in the case of photography. The sale of a camera is only the beginning

of the chain of events, for it needs film and prints to be effective. Eventually, if sufficient care is taken of the customer's needs and aspirations, it will be found that the value of the sales of film and so on will be much greater than that of the original cost of the camera.

A simple comparison here is that old one of the safety-razor and its blades. . . . you may not make much profit out of the sale of the razor itself, but the blade sales can go on almost for ever.

On the other hand, you may agree with the proposition but argue that when you've sold the customer a camera he or she may go elsewhere for supplies of film, especially when on holiday (which is usually when most pictures are taken). The way to ensure that he or she *does* come back to you, even with the slides or prints from those holiday films, is to take an interest in what is photographed. Be ready to make suggestions, ready to help about those under-exposed or over-exposed pictures and, at all times, to keep off the abstruse technical points which don't help anyone and tend to confuse the issue for all concerned.

Stimulating interest

Although it has been said before it is still well worth repeating that most people just are not interested in photography as such; what they *are* interested in (or at least they should be if you play your part in stimulating the desire to record people and events) is taking pictures as easily and as simply as possible, without undue fuss through having to remember a lot of incomprehensible and complex technical factors about which they neither care nor want to know.

While holiday pictures account for a great deal of the average person's photographic activities—and this includes movies as well as still pictures these days, so simple has movie-making been made—there are lots of other occasions when a camera and a couple of cartridges of film can be very welcome. A wedding, the new baby (a very good "starter" for many people), a christening and so on, all come immediately to mind. Who better to know about these forthcoming events than the chemist?

One wonders, then, why so many prospective chemist-dealers fight shy of this particular sphere of activity? Have they become themselves bemused by the alleged technicalities? If so, they should then look carefully at the present position of simplified picture-making with virtually automatic cameras (and the simplest of

them are by no means extraordinarily expensive by today's standards of leisure spending) into which the film, sealed in a cartridge, still or movie, literally "drops in". No threading to do, no fearsome-looking toothed wheels, no intricate calculations to make and technical data to study and remember—in fact, really down to earth "aim and shoot."

It is, perhaps, significant that many of the larger groups of specialist photographic dealers have already diversified into the hi-fi market. A tape recorder can these days be obtained for about the same amount of money as a moderately-priced still or movie camera. Why has this taken place? The answer most probably is that a tape-recorder can give *instant pleasure*—and the accent is on the word instant. Even when the novelty of recording one's own voice and that of the family has worn off, it is still possible to buy packaged music of all types in Musicassettes, to extend the span of interest in the original equipment.

Picture-making is not quite so instant—except in the case of Polaroid—but colour slides can and do provide permanent records of the activities of the family. Far fewer people preserve tape-recordings of parties, people telling funny stories and so on. Having mentioned colour slides brings to mind the fact that to show them a projector is needed. Here again, the simpler projectors are quite inexpensive by today's standards—another potential aid to sales.

But, whatever the conclusions, the simple fact is that some attention must be devoted to considering how best to get into the right sector of selling photography and movies . . . it won't necessarily be the most glamorous sector with cameras costing a hundred pounds or more nor into the cut-price bracket with profit margins down to zero. As has previously been pointed out, both extremes are better avoided . . . there is, however, a good deal of business to be done with cameras in the £10 to £30 price range, not forgetting that the sales of other items of equipment as well as materials follow on the initial deal.

PDA national awards replace exhibition

After 30 years, the Photographic Dealers' Association has decided to end the annual members' exhibition. In its place there will now be the PDA national photographic awards for members and their employees.

Eleven award certificates will be presented in 1973; and several hundred pounds in prizes, presented by photographic manufacturers and distributors. The overall winner will receive a prize of over £100, plus an expenses-paid trip to London for two and the British Photographic Manufacturers' Silver Cup. The aim is to encourage a greater interest in photography and the use of equipment.

A point of particular interest is that those entrants who employ a laboratory to provide monochrome or colour prints must give a credit to the processor.

Just to let you know that you'll only be in the do

'Polaroid' is the registered trade mark of Polaroid Corporation, Mass., U.S.A.

**ut our three new cameras a little while longer.
Polaroid Instant Picture Cameras.**

PHOTONOTES



Slide viewer stand success

Designed to be equally effective as a counter or shelf display and as a window unit, the latest point-of-sale piece being used by Hanimex Ltd to carry slide viewers includes a security element to minimise pilferage. Produced by Focal Displays of New Malden, Surrey, the unit is printed in three colours and is 15in in height.

Hanimex advertising manager, Mr A. G. Porter says: "Competition for photographic retailers' counter space is intense so our unit had to take up the minimum of counter space. This dictated a tall unit which had to be safely balanced to provide a firm base for the viewers. The viewers range in recommended retail price from £1.50 to £3.89 which means that each stand carries over £7 value in merchandise.

"To minimise pilferage each viewer has to be carefully slotted into the correct recess. This means that they cannot be removed too easily without attracting attention to display." The viewer stands are free as part of a dealer loading scheme which entails stocking three of each viewer.

Initial dealer reaction to the offer, Hanimex reports, is encouraging.

Camera servicing equipment

Cousins and Wright, 5 The Halve, Trowbridge, Wiltshire, was established as a photographic apparatus repair organisation 23 years ago, steadily building up a reputation for good workmanship over the years. Now they are probably the premier service company in the South West of England. Many small chemists who only need the occasional repair have used this company for many years. A collection and delivery service is in operation throughout the South West of England and South Wales. The remainder of the UK being covered through the postal services.

Work carried out is nearly always guaranteed for six months (flash guns three months) and is fully insured while

on their premises and when being returned either by post or van. Estimates are given when required, a charge of £0.50 is made if estimates are not accepted, to cover costs of paper work, insurance and postage, etc.

Veteran Car Competition

Purchasers of equipment carrying a Rollei guarantee qualify to enter a Rollei veteran car competition. On returning their guarantee card to R. F. Hunter Ltd, Gray's Inn Road, they receive an entry form. The form shows two veteran cars. Each has been modified in five ways—items have been added that would not have been on the cars when they were first built. The competitor has to change the modifications.

The first prize is a Rolleiflex SL35 and accessories to the approximate value of £750 to be presented by Lord Montagu at Beaulieu Palace. There are five second prizes of Rollei P35 Autofocus projectors, six third prizes of Rollei E17C Computer Flash, six consolation prizes of an annual subscription to Beaulieu Museum Trust, and additional prizes of double tickets to the National Motor Museum.

Agfa campaign outfit

The Agfamatic 100 sensor outfit is to be featured prominently in the Agfa-Gevaert campaign.

There is a new 126 cartridge loading camera with Sensor release featuring: Fixed focus f/11 Agfa Colorstar lens; large, clear brightline viewfinder with signal to indicate spent flashcube; two-speed shutter with settings for sunny and cloud/flash conditions; fast-action film wind lever with automatic rotation of X-type flashcube. The Agfamatic takes 126 cartridge films.

The Agfamatic 100 comes in a presentation outfit containing an Agfamatic 100 Sensor camera, an Agfacolor CNS 126 12 exposure cartridge film for colour prints, a sturdy wrist-chain and one X-type flashcube. The box converts to a handy counter/window stand. Other display material will be available shortly (Agfa Gevaert Ltd, Great West Road, Brentford, Middlesex).

Alkaline primary batteries

A range of new alkaline primary batteries with greatly improved energy capacity have been introduced by Mallory Batteries Ltd.

The new Duracell alkaline manganese range includes D cells (Mn 1300), C cells (Mn 1400), AA cells (Mn 1500) and AAA cells (Mn 2400). Prices remain unchanged.



In addition to the increased capacity, the new batteries are said to have great current output capability than previous designs.

A new structure provides more volume inside the cell which has been utilised by adding increased quantities of active electrode materials to give a longer service life and a higher efficiency under adverse conditions.

Cell sealing is also improved and the structure is able to withstand more severe temperature and environmental cycling than the previous design.

In appearance, the cells are radically different from earlier designs and are surrounded by metal jackets, printed in an attractive copper and black motif. They are electrically isolated from the cell terminals to obviate external short circuits in electronic equipment.

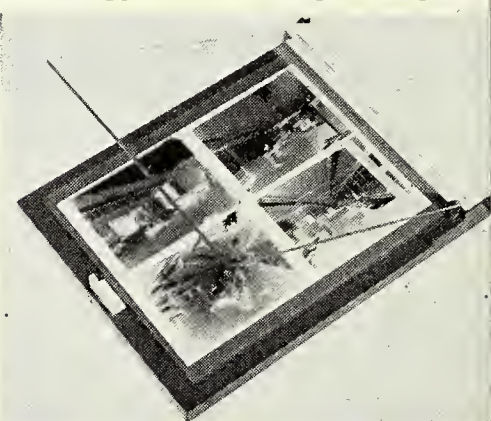
Increased service life will be evident in both high and low current drains and the long storage life, which is typical of the alkaline manganese system, will be maintained.

Paterson Pro-Proof and copyboard

The Paterson Pro-Proof (£3.99) is designed to make contact proof prints from sheet films and accepts four 4in x 5in, two 5in x 7in, one 8in x 10in, or the equivalent metric sizes.

Basically it is a larger version of the well-known Paterson proof printer, but instead of the usual mask for holding strips of 35mm or 120 film it has a plain sheet of glass.

The Pro-Proof is also designed for use as a copyboard. Prints, photographs, etc.



other illustrations to be copied are held down by the glass pressure plate ensuring complete flatness. The Pro-Proof is provided with a keyhole-shaped slot in the back which enables it to be hung on the wall by a nail or screw. This allows the camera to be hand-held or placed on a tripod in the normal way without the need for a special copying stand.

Whilst this new Paterson item is primarily intended for the professional, it should also interest amateur photographers (Paterson Products Ltd, 32 Bedford Row London WC1R 4JG).

Petri's FT11

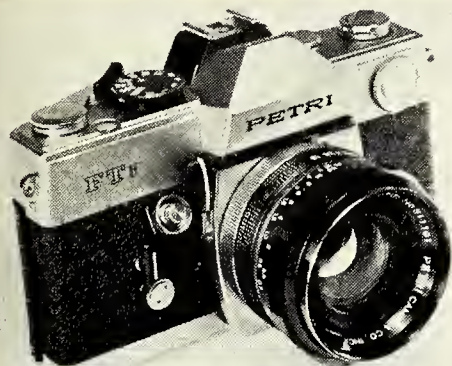
The FT11, Petri camera (£121.53) a 35mm SLR with an appeal to professionals as well as to amateurs has a TTL metering system cross-coupled to the stops and shutter speeds which works on the well-tried and reliable stop-down system.

The standard lens is a six element 55mm

f/1.8 Petri with a fully automatic diaphragm.

The cloth focal plane shutter has a range of speeds from 1 to 1/1000th, marked in large figures on a big dial. "X" synchronisation is at 1/60th with FP bulb synchronisation at higher speeds. In addition to the usual cable socket there is a "hot-shoe" centre contact. A self-timer gives a variable delay up to 9 seconds.

The meter is switched on when the shutter is wound and off when it is released. Film speeds from 25 to 1600



ASA can be set on a separate dial and an "average" reading is taken via twin CdS cells. With a 100 ASA film, exposure conditions from EV3 to EV18 can be measured.

The image can be focused on any part of the Fresnel viewing screen, but in the centre is a micro focusing area in which the image seems to shimmer until the lens is set at the correct distance, when the image snaps into focus.

The slim body of the Petri FT 11 falls naturally into the hands and all controls are conveniently placed. No time is lost between setting the exposure and taking the picture since the diaphragm control lever and the 45° angled release are set close together.

Petri lenses from 28 to 1000mm are available and ones with Pentax/Practika mounts can be fitted by means of an adaptor ring. The camera takes 52mm filters (six black and white and eight colour ones are available) and a 54mm push on lenshood. Accessories include bellows units, extension tubes, a tele-converter, a right-angle finder, eye cups, flash guns and camera brackets (Johnsons of Hendon Ltd, 335 Hendon Way, NW4).

New print size

New from Photo Laboratories (London) Ltd, Tramway Path, London Road, Mitcham, Surrey, comes 621 print for the Instamatic 126 colour customer, giving 20 per cent more picture than the standard print at the retail price of 2p more per print. The finishers expect the 621 print to help the dealer in two ways to more profit: by attracting more customers and increasing turnover from existing custom.

The customer himself benefits from the bigger enlargement without the increase in paper size for a small further investment. Within the first week of introduction 20 per cent of Instamatic colour orders placed with Photo Labs have been for the 621 print from dealers all over the country.

Two new Super 8 movie cameras

We have recently had the opportunity of trying out two of the latest Super 8 movie cameras—although the scenes were filmed in wintry sunshine, with a fairly low light level, the results obtained were eminently satisfactory. As a matter of interest, one half of a cartridge of film was used in one camera, removed, and carefully transferred to the second camera so that both sets of tests were on one and the same length of film and processed together.

The two cameras were (i) the Bolex 233 Compact and (ii) the latest Kodak XL 33, which has the most unusual "binocular shape" that has already been commented on. (*C&D*, October 16, 1971, p573.)

First, the Bolex 233, which measures only 7in long by 3in high and 1½in thick—little more than the thickness of the Super 8 cartridge which goes snugly into it! It is fitted with a 9-30mm zoom lens with a maximum aperture of f/1.9, automatically controlled for exposure. With the small amount of light available during our tests it is likely (judging by a separate meter reading) that it would have been nearly "wide open".

The camera motor and the exposure-meter system are powered by a pair of 1.5 batteries and the camera runs at 18 pictures-per-second, which is the current standard for silent pictures. The price of the outfit, including lenshood, wrist strap and a cable release for single-picture exposures (for cartoon and animation work) is £66.79.

Viewfinder problem

Although the camera operates very well indeed and produces good results we found the viewfinding system less good than we would have expected it to be. Even with the aid of the eye-cup on the finder it was difficult to see the image—there was, in fact, very little "eye freedom" in sighting through the system. In case this may have been due to an idiosyncrasy on the part of the reviewer we asked a number of people to "look through" the finder. In every instance some difficulty was experienced. As soon as the head is moved and the eye is, presumably, off the optical axis of the system, the image disappears. This is most disconcerting when the camera is held in the hand but as all *C&D* tests are done with cameras on a sturdy tripod less difficulty was found when filming under this condition . . . even then, care had to be taken, especially when panning the camera across the field-of-view.

On the other hand, the Kodak XL 33, used under identical conditions did not have this viewfinding fault and was as easy to use in the hand as on a tripod. The lens on the XL 33 is a 9mm fixed-



The Bolex 233 Compact

focus type with a maximum aperture of f/1.2. Apart from the extra margin of aperture over, say, one with a maximum aperture of f/1.9, the shutter within the camera has a very wide opening of 230° in comparison with the more usual 180° or so. As will be appreciated, the combination of the two factors means that filming can be done at even lower light levels than has hitherto been possible.

With the usual accessories of internal Type A filter control, built-in battery check, rubber eye-cup, neck-strap and instruction manual (to be commended for its simplicity in graphics and information) this camera is to be sold at the recommended retail price of £77.55, with an extra £5.76 for the carrying case.

Photofinishers gift scheme

A free gift scheme is the main promotion organised for 1972, by Photofinishers (Sheffield) Ltd, Union Road, Sheffield, S11 9EG.

Vouchers are inserted in all colour orders of value over £1 for the six months of the year beginning March 1. The vouchers are redeemable against a range of Cherry Tree photo aids that includes frames, album covers and leafs, and wallets. A counter dispenser is provided for the pharmacist from which customers may obtain leaflets describing the scheme. Also during March the company is introducing black satin plastic wallets with transparent pockets for all colour D and P orders. All other orders except Ektachrome will be packed in a new colourful paper wallet bearing advertisements for reprints and photo aids. Negatives will be packed in a paper negative wallet bearing full instructions for the re-ordering of prints.

On February 1, the company issued an amended Price List that has been re-scaled and enables chemists to say: "Order two and get a third print free". All prints and enlargements, black and white and colour, are priced to give this inducement and the folders for the enlargement will now be identical to that provided for colour prints.

PHOTOGRAPHY '72

'Complaints': you and the PDA

by Eric Alderton

It is revealing that our "free and fearless" consumer press hardly ever mentions the slightest fault attributable to the public at large in a customer/retailer relationship. Almost always, the dealer or distributor is to blame. Isolated examples of praise for retailers are usually confined to commendation of price-cutting—when they become champions for the day. Any subsequent bankruptcy is no longer news.

It is all too readily forgotten that the public, *en masse*, contains its fringe element of characters ranging from outright thieves ("smash and grab" and pilfering steadily increase) through confidence tricksters and swindlers to "smart" and simply awkward customers to whom even the impeccable is unsatisfactory.

Again, quite genuine misunderstandings may arise on the one side, the other—or both. Complaints can arise from circumstances where both customer and retailer agree on the facts in dispute, yet take differing viewpoints, each equally valid.

The director of the Photographic Dealers' Association, Mr Frank Dunmore, is consulted by both retailers and their customers with complaints arising from the annual fifty million transactions in the photographic trade. No satisfactory condensation or summary of his work in this connection could ever be given as almost every complaint received differs in some respect. However, some interesting conclusions may be made. Even allowing for the greater volume heavy discount trading enjoys, the method brings a great many more consumer complaints. The reason is not hard to find. They have deliberately chosen margins inadequate to finance a proper relationship with their customers.

Not arbiters

Arbitration is not offered by The Photographic Dealers Association in a dispute. Usually, it is a friendly, understanding and objective approach which almost always produces a result at least reasonably satisfactory to both customer and dealer. There are many cases where "right" is not so obviously on one side or the other—and some transactions can be complex.

One customer bought a camera for £100 reduced from £150 in a dealer's sale. He traded-in a camera for £40 and paid the balance. Later, a fault developed in the "bargain". This was corrected but re-appeared and the customer corresponded with the importer who told him the model was obsolete. At this point, he returned to the retailer complaining

that he had been sold an obsolete model. This was true only in the importer's eyes, since the camera was still advertised and was something which the dealer could not know at the time of the sale. It was also now second-hand. The customer wrote to the PDA!

There are hundreds of these case histories. If you are faced with complaints, wherever possible find a quiet corner, office or stockroom. Get the coffee cups out. Agree with the customer. Try to see his point of view. Never get into an argument however difficult this may be to avoid. Keep the temperature down. And then, little by little, put your own point of view on the transaction. In nine cases out of ten, a compromise is reached. In the tenth complaint from your photographic section—he'll write to the PDA about it.

Dissatisfaction with the service provided by any member is of concern to the PDA and any genuine complaint is investigated thoroughly. In cases of grave misconduct or of repeated complaints, the National Council of the Photographic Dealers' Association has the power to expel any member whose conduct does not conform to an ethical standard. However, nearly all complaints are resolved to the satisfaction of both dealer and customer without recourse to exemplary action.

Standing-by for Munich Olympics

The Olympic Games, to be held from August 26-September 10, in Munich, and August 29-September 6, in Kiel, will show the present-day role played by photography, cinematography, optics, and audio-visual media in international communications, top level competitive sports, and cultural life.

Prominent German photographic companies are contributing heavily through their services to enable millions of people throughout the world to experience the Olympic Games. Agfa-Gevaert is maintaining a comprehensive service for worldwide dissemination of pictures via the press and television services. They will also process all black and white and Agfa-color/Agfachrome materials for all accredited journalists in a specially constructed laboratory in the giant Olympic press centre. At the same time, Agfa-Gevaert will supply all of the material for complete colour television coverage. Kodak AG is providing an express developing service for Kodak, Ektacolor, and Ektachrome films in the press centre's central darkroom laboratories.

Also precision instruments and optics manufactured by Linhof, Jos Schneider & Co, and Carl Zeiss are to be used for Olympic purposes. New style optical measuring systems and photo finish equipment will help the judges at the games by providing thoroughly impartial measurements, a real boon to the athletes

taking part in the racing and throwing competitions.

A mammoth floodlight system with 550 newly developed halogen lamps from Osram will guarantee sufficient illumination for professional and amateur still photographers and movie camera men at all times. The Osram Power Stars will provide an average illumination of 1,500 to 1,800 Lux in the four primary directions vertically cross-sectioned: that means that one can expose a 50 ASA film with 1/125th second at f/2 or that a super-8 movie camera using standard colour film can be operated at f/2.8. In other words all is set for the exposure of miles (or metres) of film.

Two weeks after the Olympics the photo trade and amateur world will flock to West Germany once again. This time, the focal point is Cologne, where the twelfth Photokina, the World's Fair of Photography, will take place from September 23-October 1. As in previous years, the photographic industry will again offer, for amateur and professional use, all manner of photo and cinematographic cameras, accessories, projection, darkroom and laboratory equipment, reproduction and copying machinery, as well as all apparatus and equipment for use in the atelier, television-, movie-, and sound-studio. Audio-visual and applied photographic technology for industrial usage shall not be overlooked either.

The cultural part of the Photokina with its numerous pictorial and documentary exhibitions, and equipment and materials demonstrations, as well as the "film-parade" will also serve as an important drawing card for the general public attending the fair.

According to all indications at this time Photokina is expected to have a record number of foreign visitors. Already a large number of overseas charter flights and touring groups have been booked and there are likely to be more foreign exhibitors.

Photokina 1972 will occupy some 100,000 square metres of exhibition space, that is approximately one third of a million sq ft.

Award winners all used Kodak

All award winning colour pictures in the 1972 *Financial Times* Industrial Photographer of the Year competition were taken on Kodak film. Winner of the title Industrial Photographer of the Year, Donald Fraser of Academy Studios, Wallington, Surrey, chose Ektacolor Type S Film for his colour entries in the portfolio that won him the top award.

The competition is organised by the *Financial Times* in association with the Institute of Incorporated Photographers to enhance the standing and greater appreciation of industrial photography. An exhibition tour of the winning photographs has been arranged to visit various provincial centres throughout the country. The colour prints in this exhibition have been specially prepared by Kodak Ltd.

COMMENT

Time for a change?

Should the Pharmaceutical Society revise its policy on the issue of trading stamps in pharmacies? That question is pertinent in this Photographic issue of *C&D* because a photofinishing company has been using Green Shield stamps as a means of attracting business through chemists and photographic goods dealers.

Developa Film Services Ltd., of London SE5, offer stamps with every film processed—and after their first month of operation reported that 50 per cent of mailers approached had agreed to join the scheme, which is at present limited to the Greater London area.

A spokesman said recently: "Initial reaction to our proposition has been excellent. It would appear that the trade see this as helping them to compete against free film distributors."

Developa Film Services hope to have an extensive network of outlets throughout Greater London in time for the summer season, and national distribution is planned within three years.

Another photofinisher is giving with his work coupons which can be exchanged for gifts from a list he issues.

We hold no brief for trading stamps—their overall effect is to put up prices to swell the profits of the stamp companies. They create no new business, but they do, in some instances, "redistribute" trade among the stamp "haves" and "have-nots".

"Free" film services have had an undoubted influence on the photofinishing industry, in particular upon chemists and photographic dealers who have—and have generally welcomed—a poor public image in relation to price cutting.

One answer to free films is service. But when the price advantage of the alternative product becomes too great, that may not be enough. We doubt whether giving trading stamps will solve the problem (indeed, at least one "free-film" operator gives Green Shield stamps as well as a Kodacolor film!), but the question remains whether the pharmacist should be at liberty to try out this form of trading in an attempt to retain his legitimate business. The Council's statement of 1963 was reinforced in March last year, when the Society took exception to the Co-operative Societies' issue of "dividend stamps" with medicines. The Co-op soon gave way on this point, but

the statement went further by making it appear wrong for a pharmacist to offer trading stamps *on any merchandise*.

The statement reiterated the 1963 version, confirming that "any pharmacist taking part in such schemes might therefore be regarded as failing to observe standards of conduct appropriate to the calling and must be prepared to face the consequences."

There followed this new paragraph: "In 1968 the House of Lords reaffirmed the Society's right to regulate matters affecting the profession of pharmacy in accordance with the Charter and pharmacists should be aware that although the recent case [on resale price maintenance] referred only to medicines the statement made by the Council in 1963 was intended to cover all aspects of professional work and this still applies."

It will be noted that the statement refers only to "professional work," but a leading article in the same issue of the Society's journal said this: "However, it is also questionable whether elsewhere in the pharmacy the use of trading stamps is consonant with the dignity of pharmacy, which is surely of some importance in maintaining public confidence in the profession."

Adverse publicity

Such clear warnings have been issued by the Council, would the conduct of any pharmacist in breach of this "code" be referred to the Statutory Committee? If so, is the Council prepared to see the case against price-cutting (for that is what stamps amount to according to the Society's legal advisers) argued *in public*? The effect on retail pharmacy of such publicity could be disastrous!

Surely, what the Council really wants to prevent is the plastering of pharmacy windows with cut-price slogans and trading stamp trimmings. That matter can rightly be dealt with under the Statement on Matters of Professional Conduct which says: "The appearance of the premises should reflect the professional character of pharmacy." There is no need to preclude pharmacists from using a legitimate promotional aid—one which the public have shown they like—to achieve the objective.

Council recently changed its mind about bankers' cards, noting their widespread acceptance. They should look again to see that their trading stamps policy is equally up to date.

BOOKS

Hazards of Medication: a manual of drug interactions, incompatibilities, contraindications and adverse effects. Eric W. Martin. J. B. Lippincott Co. Distributed in Great Britain by Blackwell Scientific Publications, Osney Mead, Oxford OX2 0EL. 10½ x 7½ in. Pp 895. £13.75.

The manual sets out to provide a comprehensive look at the hazards involved in prescribing, handling and producing drugs. After a chapter on the pitfalls of medication, covering such aspects as inactivation, unsuitable drug combinations and drug fallacies, the book progresses from

research and development of a new compound through to the medicine in the patient and deals with the different factors that contribute towards safety.

Factors giving rise to inequivalency of medication are described, as are safety evaluation and sources of error in drug research.

Manufacturing, distribution and storage aspects, such as control of bioavailability, labelling and use of drug names, are covered. There is also a large section on prescribing factors which goes into the choosing of medication, writing prescriptions and the dispensing process.

A chapter describes how a host of drugs can interfere with the results of diagnostic laboratory tests and tabulates the information.

The last major section of the text gives details of patient response, adverse drug reactions and interactions. Following that is a table on drug interactions covering more than 600 drugs. Listed are the names of substances for which interactions have been reported—not only drugs, but also foods, food ingredients, natural products and other chemicals. All recorded interactions are cross-referenced—an important practical advantage.

Publications received

Introduction to Biopharmaceutics. Milo Gibaldi. Lea & Febiger. Distributed in Great Britain by Henry Kimpton, 205 Great Portland Street, London W1. 10 x 7 in. Pp 80. £1.80.

PROFESSIONAL NEWS

Pharmaceutical Society
of Ireland

Problems on study of pharmacy structure

Disappointment was expressed at the February meeting of the Council of the Pharmaceutical Society of Ireland over a decision of the Minister for Health, Mr Erskine Childers, that there were no public funds available from which a subvention could be provided to help the Society prepare a study relating to the professional and economic structure of Irish pharmacy.

The Council had decided at its January meeting to request the Minister to arrange a subvention. The Minister replied that he had considered the request but regretted that there were no funds at his disposal from which such a subvention could be given.

Mr M. F. Walsh said he was disappointed at the Minister's reply, having regard to the new involvement of pharmacists in the Health Services. He regretted the Minister could not find it possible to help a statutory body carry out a very necessary survey in difficult times. It looked as if the survey would now have to be carried out by pharmacists themselves.

The Council had decided that such a survey was necessary and he suggested they should now approach the matter along the lines adopted in connection with the insurance scheme for members. He suggested a letter be sent to every pharmacist in an effort to propose a blueprint to ensure the continuance of pharmacy as a profession offering employment comparable with that of other professions.

Cheque for £1,000

Recently, a pharmacist, who wished to remain anonymous, handed him a cheque for £1,000 to finance the proposed survey, he said. But he returned it as he did not think it would be fair to expect one member to contribute so much. The cheque was intended as a loan but he handed it back pointing out that they should get contributions from all members.

Mr W. J. Butler said he was in agreement with most of Mr Walsh's views on the matter. The suggestion that they should commission a report had been discussed for too long. While he was impressed, he wondered where the £2,000 would come from. On looking over the proposals, he wondered if they were not a bit too vague and far-reaching. In the light of this he thought they should have a "re-think" about the whole matter.

In addition, they now had a document from the continent inquiring about the structure of pharmacy in the Republic and with the help of FIP a substantial report could be provided. He suggested calling a meeting of the Practice of Pharmacy Committee and, since they had not got £2,000, he thought it might be possible to prepare a survey of their own and

then bring the statistics to Dr FitzGerald who could process the information.

Mr E. J. Burrell pointed out that it was more than 12 months since it had been decided in principle to have such a survey. He now suggested that they ask all local associations for their views on the desirability of such a course. They would find out what support the various regions were prepared to give. In addition, local areas would have certain views on the present economic position of pharmacy and any proposals which they might have for improving the situation could be evaluated.

Agreeing with Mr Butler's views, Mr T. R. Miller said that the immediate requirement was to have one unified body to speak for pharmacy as at present there was a disjointed conglomeration of organisations with nobody really at the head of affairs. With the formation of the Union he envisaged they would have a concrete policy acceptable to all. Once the Union was established everything else would fall into line. In the meantime, the Council would have to continue their "fire-fighting activities" concerning themselves with matters which, strictly speaking, were outside their statutory functions.

Mr Michael Shannon said he could not agree with either Mr Miller or Mr Butler and supported the view of Mr Walsh. He did not think there was anybody in pharmacy capable of doing the necessary "carrying and fetching" to produce the required statistics.

Immediate action

The Economist Intelligence Unit, which had been in close touch with pharmacy, would be an organisation capable of preparing an adequate survey. He agreed with Mr Walsh that a letter from the president should go out to all members. They must act now. With the help of the IDA, the Practice of Pharmacy Committee might devise ways and means of raising the necessary money.

Mr R. J. Semple favoured setting up a special committee to establish contact with regional associations who knew the needs of pharmacy best. All pharmacists should be asked to subscribe—perhaps £2 each—to have a proper survey prepared. The special committee should be composed of pharmacists from all branches of the profession.

Mr T. M. O'Malley said that frustration was very evident at regional level

at present and any approaches on the lines suggested would be fruitless until the new Union had been established.

Mr J. P. O'Donnell said he was not surprised to learn from the Department that they had no funds available to finance such a study. However, the Cashman Report, a very fine survey, had been compiled with the help of member pharmacists throughout the country and had not cost pharmacists anything.

As a result of numerous negotiations with the Department they had a good deal of information and he thought this could now be used in the compilation of a new survey.

Remarking that the survey was both desirable and necessary, the President said it was a matter for all practising pharmacists. They were aware from members of the Regional Associations that funds were urgently required if these bodies were to continue to exist. It would be desirable for members of the Practice of Pharmacy Committee and of the IDA Committee to discuss the problem in the context of the new Union.

Responsibility for survival

Stating that he was disappointed with some of the views expressed, Mr Walsh said that the continuance of pharmacy as a profession was the responsibility of the Society. He could not agree with those who said the survey should be the responsibility of some other organisation. They should not risk pharmacy being set back for the want of £2,000. He agreed the Practice of Pharmacy Committee should tackle this problem.

Mr Tom Guckian felt that the matter was not one for the Society at all. For the past few years they had been dealing with many matters outside their proper functions and he thought they should defer taking a decision on the survey until the Union was established. This should be one of the first functions of the Union.

On the suggestion of the President, it was agreed to refer the matter to the Practice of Pharmacy Committee with a request that they report back their views to the next Council meeting.

Mr Miller reported that he had not been able to produce the final amended Constitution of the Pharmaceutical Union, as promised at the last meeting, but explained that the fault was not his. In spite of frequent 'phone calls, the draft was still with a solicitor who had promised that he would have it ready by February 10. Explaining that he had numerous letters from groups in various parts of the country who were understandably annoyed about the delay, he asked them to bear with him for another few days. All he could say was that they were not any more frustrated than he was at this delay.

The whole matter was very disheartening and he apologised for the delay. When he got the final Constitution he would call a meeting of his Committee and lose no time in bringing the Union into existence. In fairness to the IDA, he explained that he had experienced nothing but good will from them. They were very keen to have the Union established.

Continued on page 27

Delays to PSI's plans

Continued from page 276

Mr Semple, stating that he was also disillusioned with the lack of progress, suggested calling a meeting of all interested parties. People in the provinces are getting very restive—with so much at stake concerning the Health Service they did not know where they stood and were looking for directions which the Union should now be giving them.

Mr Walsh said one advantage of the delay was that when the Constitution is eventually drawn up there would be no work for the Committee to do on it, and to that extent the wait would have been worth while. They were satisfied that as soon as he got the document back, Mr Miller would get the various representatives "around the table".

The President said he could understand Mr Miller's position as he himself was under pressure. They accepted, without question, Mr Miller's assurance that they would have the final document later that week. Mr Miller could not be blamed for the delay. Members wanted to know when the Union would come into existence and they were entitled to this information. If after Thursday the document had not arrived they would ask the IDA to report on the difficulties.

Resignation regretted

A letter was received from Mr J. B. Murphy, the Cork representative on the Council, tendering his resignation as he was finding it impossible to attend meetings.

The President said that when he received Mr Murphy's letter he had written back expressing regret at his decision and endeavouring to prevail on him to change his mind. Unfortunately, Mr Murphy experienced great inconvenience in getting to meetings and had no alternative to resigning.

"I wish to place on record the Council's appreciation of the contributions of a valued member who has worked hard over the years. We are all indebted to him for his valuable work for the Society, and on behalf of the Council wish to thank him for his very conscientious work and to wish him every success in the future". The President added that they would have to co-opt a successor and they would be seeking the views of pharmacists from the Cork area when it came to making the appointment. Mr J. C. Bloomfield, Professional Secretary, wrote stating that a vacancy existed on the executive committee of the Union on the General Practice of Pharmacy of FIP and explaining that the Council was entitled to nominate a candidate for election at Lisbon later this year.

On the motion of the President, it was agreed to nominate Mr J. P. O'Donnell.

Concern was expressed when Mr Butler drew the Council's attention to an article in the *Grocery Review* urging shopkeepers to stock a number of well-known non-scheduled medicines. The article, entitled "High Profits from Winter's Ill Winds", was described by Mr Walsh as dynamite. Some of the claims made should be repudiated in public because often the pharmacist got discredited over misleading advertisements of this nature.

Mr Butler, who read extracts from the article, said it dealt with a wide range of pharmaceutical preparations and showed that the regard some manufacturers had for the role of pharmacists. He thought the matter should be brought to the attention of the National Drugs' Advisory Board.

Professor R. F. Timoney said he was astounded to learn of this article and agreed it would be brought to the attention of the National Drugs' Advisory Board. There was a sense of urgency about the matter.

Checking abuse

The President reported that the Society had taken the initiative in a campaign to reduce the misuse and abuse of medicines and drugs. A meeting had been held recently which was attended by representatives of the medical and nursing professions, parent-teacher organisations, social workers and the Department of Health; the Gardai, the Council and the College of Pharmacy. Considerable progress had been made and arrangements had been made for further discussions.

Mr Semple said the campaign was a bold experiment and he was glad to find such a wide spectrum of interests in favour of action.

Dr Boles reported on a visit by members of the Joint Negotiating Committee to the Department of Health the previous Wednesday when further matters relating to the Health scheme were clarified. The draft contract for pharmacists was a simple, non-controversial document.

Arising out of the Practice of Pharmacy Committee, Mr Walsh said a decision had been taken in principle that pharmacists should engage in pregnancy testing. He thought the Post-Graduate Education Committee should be asked to go ahead with demonstrations or else they should abandon the idea.

Mr Butler said the matter was at present under consideration by the Practice of Pharmacy Committee.

Mr Semple said that the Post-Graduate Committee had decided to provide lectures on drug abuse in the eight Health regions. Arrangements had also been made for a special course in aseptic techniques for hospital pharmacists.

Mr Patrick Browne said the Hospital Pharmacists' Association fully approved of the lectures on aseptic dispensing.

Replying to Mr Butler, the President said that pharmacists in the Midland Health Region could rest assured that if the figure of 900,000 card holders in the Health Scheme was exceeded to any significant extent the terms would have to be re-negotiated.

Arising out of the Law Committee

Report, it was recommended that a letter be sent to a Dublin pharmacist who had dispensed prescriptions for Diconal and had later discovered that they were forgeries, pointing out that prescriptions of this type were automatically suspect and that the greatest care should be taken to check them.

The Registrar reported that approval for the new retention fees had been given by the Minister for Health and that a list of the new scales would be circulated in a matter of days.

COMING EVENTS

Tuesday, February 29

Bournemouth Branch, Pharmaceutical Society, Postgraduate Medical Centre, Palmerston Road, Boscombe at 7.30pm. Mr E. J. Downing on "A look at our work".

Wednesday, March 1

Bournemouth Branch, Pharmaceutical Society, Medical Centre, Royal Victoria hospital, Boscombe, at 1.15pm. Dr Ralph Wright on "Australian antigen".

Brighton Branch, Pharmaceutical Society, School of Pharmacy, Brighton, at 7.45pm. Dr Christy on "Drugs and fertility" (lecture course).

Chiltern Region, Pharmaceutical Society, Chelsea College, University of London, Manresa Road, London SW3 at 7.30pm. Refresher course "Topical medication".

East Anglia Region, Society for Analytical Chemistry, Merck Sharp & Dohme Ltd, Hoddesdon, Hertfordshire, at 2.30pm. Meeting on "Aspects of quality control during manufacturing".

School of Pharmacy, 29/39 Brunswick Square, London WC1N 1AX. Open Day.

Sheffield Branch, Pharmaceutical Society, Royal Victoria hotel, Sheffield, at 8pm. "Better motoring forum".

Thames Valley Pharmacists' Association, Worcester Park hotel, at 6.30pm. Annual dinner and dance.

Thursday, March 2

Bournemouth Branch, Pharmaceutical Society, Postgraduate Medical Centre, Royal Victoria hospital, Boscombe, at 8pm. Refresher course, diabetes and blood dyscrasias.

Finchley Branch, Pharmaceutical Society, Hendon Town Hall, London NW4. Mr David Jack on "Drug research today".

Huddersfield Branch, Pharmaceutical Society, Spotted Cow hotel, New Hey Road, Salendine Nook, Huddersfield, at 8pm. Mr A. N. Handley on "Flying free".

Pharmaceutical Group, Royal Society of Health, 90 Buckingham Palace Road, at 7.30pm. "Strip packaging".

Society of Cosmetic Chemists, Royal Society of Arts, 6-8 John Adam Street, London WC2 at 7pm. Dr J. K. Prall on "The evaluation of the effectiveness of the hair products".

West Ham Association of Pharmacists, Manor Hall, Chigwell, at 6.30pm. Annual dinner and dance.

Friday, March 3

The Society for Analytical Chemistry, Bath University of Technology, Claverton Down, Bath, at 5pm. Annual meeting, followed by Mr C. A. Parker on "Photoluminescence in analysis and research".

Sunday, March 5

Lancaster Branch, Pharmaceutical Society, Postgraduate centre, Ashton Road, Lancaster, at 10.15am. Study Day. Dr A. Adamson on "Clinical considerations" and Mr J. Bellis on "Pharmaceutical aspects".



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Full information is available on request.



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LA1

THIS WEEK'S PRICE CHANGES

A LGISPRAY (331 C of C)				GLUMORIN (452 F8A)			
spray balm aerosol	2.46dz	0.72dz	0.35 a	tablets 30 bu	100		d
ALUDROX (1352 Wyeth)				GLYCOCOLONE (1335 Wigglesworth)			
tablets				hand jelly	0.78dz	0.35dz	0.14 a
compound 48			d	GOULOS (1335 Wigglesworth)			
A-PEK (328 C of C)				gripe mixture	4 oz	0.95dz	0.29dz 0.14 a
25 ml	1.05	1.40 a		3 HANOS (671 Jeyes)			d
100 ml	3.71	4.95		3 HANDS (193 Brobat)			i
BADEOAS (338 Cussons)				disinfectant	210 ml	0.74dz	0.08 r
Continental bath gel					340 ml	0.95dz	0.10%
5-bath (3502)	3.472 dz	1.029dz	0.50 a		570 ml	1.35dz	0.15
10-bath (3504)	6.874 dz	2.036dz	0.99	p.v.c.			d
25-bath (3505)	15.622 dz	4.628dz	2.25	HUSK (328 CCC)			
75-bath (3506)	38.187 dz	11.313dz	5.50	injection	100 ml	1.86	2.48 i
BARBER (85 BES)					400 ml	4.13	5.50
health lamps				IN (48AP)			
ultra-violet and				eau de parfum	48 cc	1.48	0.665
infra-red table 365	10.24	2.99	16.64		94 cc	2.30	3.20
infra-red and luminous					195 cc	3.70	5.00
heat table popular	3.37		4.50	INHALEX (1335 Wigglesworth)			8.00
infra-red and luminous				capsules	12	1.04dz	0.31dz 0.15% a
table 596	2.61		3.47	ephedrine drops	4 dr	0.88dz	0.26dz 0.13
ultra-violet and				aqueous solution	4 dr	0.82dz	0.25dz 0.12
infra-red table 641	9.45	2.76	15.36	KARODOR (328 CCC)			
ultra-violet, infra-red				wound dressing	5 x 50g	1.50	0.40 2.40 i
and luminous heat				KIKU (446 FI)			
stand 465	23.06	6.75	37.50	bath powder	0530	0.67	0.30 1.50 a
BELLA (957 Perl)				KINX (1073 Robinson)			
eyelash curler	3.30dz	1.485dz	0.55 i	roll	3.33	(1½dz)	i
BENORAL (1599 Winthrop)				KLEENEX (702 KC)			
suspension 20% 300 ml			d	kitchen			
BENZAC (1335 Wigglesworth)				towels	1.69	0.19	r
tablets	15	0.97dz	0.29dz 0.14% +		(2dz)	(2dz)	
40	1.60dz	0.48dz	0.24+	twin pack	2.53	0.28	
BRICANYL (68 Astra)					(1½dz)	(1½dz)	
syrup	200 ml	0.75	•	pretty patterns	2.53	0.28	
BRONNLEY (194 Bronnley)					(1½dz)	(1½dz)	
soap				holders	2.92	0.33	a
country herbs					(4dz)	(4dz)	
bottle			0.31 •	tissues silk soft boutique	1.96	0.22	0.12
crate (6)			1.86		(2dz)	(2dz)	
visitors (6)			0.66 a	handy	72	3.24	0.36 0.06%
eggs	0107		0.30 c		(6dz)	(6dz)	
basket of 5	0.103		1.90	regular	100	3.75	0.42 0.11%
BRUT (446 FI)					150	2.29	0.26 0.14
splash	5443	1.13	0.51 2.35 i		(2dz)	(2dz)	
spray	5445	1.13	0.51 2.35	pocket pack	1.89	0.21	0.02
CALVERTS (331 C of C)					(1 gross)	(1 gross)	
soap				for men	1.35	0.15	0.03 i
medicated sulphur	0.53dz	0.16dz	0.08 a		(6dz)	(6dz)	
carbolic 20%	0.92dz	0.27dz	0.14	100	2.59	0.29	0.16 a
tooth powder	1 oz	0.72dz	0.21dz 0.09		(2dz)	(2dz)	
	75g	1.04dz	0.31dz 0.13	toilet tissue	1.68		c
polythene pack	2 oz	1.33dz	0.39dz 0.20	twin pack rolls	(1½dz)		
C.B.'s (1335 Wigglesworth)				KOPERTO (328 CCC)			
Colts foot bronchials	0.73dz	0.22dz	0.11 a	aerosol (vet)	172 g	0.63	0.17 1.00 r
	1.20dz	0.36dz	0.18 r		294 g	0.84	0.23 1.86
CHIEFS (702 K C)				lotion	1 gal	3.72	0.99 5.94
handkerchiefs	3-ply	1.35	0.15 a		small & large		d
	(6dz)	(6dz)		KOTEX (702 KC)			
CLAIROL (172 BMCL)				sanitary towels			
Crema rinse	60 cc	0.111	0.05 0.21 •	size 1	12	5.69	0.16% a
Nice N' Easy				size 2	12	3.30	0.19
hairspray	210 g	0.288	0.128 0.55				
	454 g	0.484	0.218 0.92	New Freedom			
CLEARASIL (1055 RM)				pantries	3.10dz	0.35dz	0.42
cleansing lotion	3.23dz	0.97dz	0.44 •	towels	2.88		0.16%
shampoo	3.60dz	1.08dz	0.49		(2dz)		
afterwash	100 cc		d	MARVIC (1091 Rybar)			
COLDREX				inhaler	0.70		1.00 a
cough syrup	1.53dz		0.16 i	MCKINTOL (1335 Wigglesworth)			
CDLISTOL				dandruff lotion	4 oz		d
No. 1	20 oz	1.15	0.30 1.84 r	dandruff lotion	110 ml	1.40dz	0.63dz 0.23 i
	80 oz	3.72	0.99 5.94	MONEKIL (328 CCC)			
piglet doser	450 ml	0.86	1.15	tablets (vet)	100	2.40	0.64 3.83 tsl r
COLIVAC (328 CCC)				OPAS (1335 Wigglesworth)			
vet	100 ml	1.91	2.55 a	powder	2 oz	0.58dz	0.17dz 0.08% a
CDMANCHE (331 C of C)					4 oz	0.99dz	0.30dz 0.15
hair spray	1.91dz	0.84dz	0.29 i		8 oz	1.57dz	0.47dz 0.23%
COMPLAN (518 Glaxo)				tablets	33	0.72dz	0.22dz 0.11
1lb	3.36dz		0.35 c		66	1.19dz	0.36dz 0.18
CONQUITA (331 C of C)					99	1.72dz	0.52dz 0.26
lacquer remover	57 cc	0.67dz	0.20dz 0.10 a	roll	(12)	1.19	0.36 0.06
beer, egg and lanolin,						(3dz)	
medicated	465 cc	1.54dz	0.45dz 0.23	PANALEVE (1335 Wigglesworth)			
CULLINGFORD (331 C of C)				elixir	56 ml	1.43dz	0.18 a
specialties				tablets	25	0.97dz	0.12% 0.22%
bubbly Bunny bubble bath	1.80dz	0.53dz	0.27 i		50	1.70dz	0.37%
butterfly bath fragrance	1.36dz	0.60dz	0.22	Pancreatin (1335 Wigglesworth)			
Gayrobe charms	1.49dz	0.65dz	0.24	granules	226 g	23.00dz	2.88 a
lavender belle	2.12dz		0.34	PEDRIAN (1335 Wigglesworth)			
Noddy bubble bath	2.82dz	0.83dz	0.42 a	foot salve	0.99dz	0.30dz	0.15 a
refill	1.58dz	0.46dz	0.24	PEKSOL (328 CCC)			
toilet set	3.22dz	0.94dz	0.48	soluble vitamins (vet)	20 oz	3.45	4.60 a
picture soaps	2.28dz	0.67dz	0.34 i		1.5 mg	0.79	1.19 tsl c
Number One Cologne mist	3.42dz	1.48dz	0.55	PHOSPHOLINE IODIDE (1370 Ayerst)			
perfumed belle	2.12dz	0.93dz	0.34	vial			
DANISTOL (328 CCC)							
capsules A (vet)	25	0.93	0.25 1.49 r	PORTIA (1160 Solport)			
	100	3.20	0.88 5.28	animal wool	½ oz	0.04	0.06 c
injection (vet)	100 ml	0.93	0.25 1.49	baby balances			
	500 ml	3.30	0.88 5.28	outfits	D60	0.76	1.14 a
DELSEY (702 KC)				blackhead remover			
facial tissues	150	1.97	0.22 a	carded	10	0.44dz	0.198dz 0.08 r
	(2dz)	(2dz)		caustic pencils		0.08	0.12 a
mansize	100	2.26	0.25	first aid case	D180	1.44	0.10 2.25 r
	(2dz)	(2dz)		iodine brushes loose			0.04 a
toilet tissue twin roll	1.02		r	carded	10	0.32	0.05
(1½dz)	(1½dz)			nail brushes	B518	0.124	0.037 0.22
flat-pack twin	1.85		a		B516	0.164	0.049 0.29%
(2dz)	(2dz)			styptic pencils			
DIREMA (378 Dist)				3" labelled & cello, wrapped			
tablets 25 mg pack of 500			d	carded 10	D1660	0.28	0.084 0.05
EXAMOL (1335 Wigglesworth)				2" in plastic case	D1663	0.52	0.156 0.10
ointment			d	tincture & lotion brushes			
ointment	tin		i	favelon		0.024	0.04
	jar	1.10dz	0.33dz	goose size		0.032	0.05
FRESH (193 Brobat)				duck size			d
disinfectant	1 gal	0.52	0.69 a				
	12 oz		d				
GLINTEEL (1335 Wigglesworth)							
lotion	0.90dz	0.27dz	0.13% a				
pastilles	0.95dz		0.14				
shampoo	1.00dz	0.30	0.15				
PREMIER (328 CCC)							
cattle drench	20 oz	0.69	0.18 1.10 r				
PRIDE (487 Furman)							
bath cushion entire entry			d				
PURAPEN G (1393 BRL)							
entire entry			d				
R.V.T. (1335 Wigglesworth)							
tonic elixir	230 ml	1.63dz	0.49dz 0.24% i				
	8 oz		d				
RYBAR (1091 Rybar)							
inhaler							
with mask	10.20dz		1.27 a				
special	10.20dz		1.68				
	10.20dz		1.18				
ST. FRANCIS (1335 Wigglesworth)							
Cat and dog products							
antiseptic ear drops	1.32dz	0.40dz	0.20 a				
antiseptic ointment	0.99dz		0.12%				
brush-off aerosol	2.42dz		0.30				
diarrhoea tablets	0.99dz	0.30dz	0.15				
indigestion tablets	0.99dz	0.30dz	0.15				
laxative tablets	0.99dz	0.30dz	0.15				
liquid shampoo	1.10dz	0.33dz	0.16%				
pain relief tablets	0.99dz		0.12%				
roundworm tablets	0.99dz		0.12%				
sedative tablets	0.99dz	0.30dz	0.15				
tapeworm tablets	1.10dz						
(cats & puppies)	1.10dz	0.33dz	0.16%				
(dogs)	1.65dz		0.20%				
SACCOL (1335 Wigglesworth)							
tablets	200	0.97dz	0.12 a				
SCORVITE (1335 Wigglesworth)							
tablets	14	1.45dz	0.18% a				
SEPICHLOR (1335 Wigglesworth)							
lozenges	20	0.99dz	0.12% a				
SO-SOFT (1227 THP)			d				
SO-SOFT (193 Brobat)			i				
rolls twin	1.02		0.07 r				
	(1½dz)						
SPRAYMARK AEROSOLS (328 CCC)							
marking fluid	6 x 172 g	2.82	3.75 i				
STIMULATING LINIMENT (328 CCC)							
	8 oz	0.68	0.18 1.08 i				
STRESNIL (328 CCC)							
injection (vet)	50 cc	2.06	2.75 a				
TABLOID (208 BW)							
ephedrine Hcl							
30 mg	pack of 25		d				
TEDRAL (1310 WW)							
linctus	300 ml		d				
TEDRAL EXPECT (1310 WW)							
linctus	300 ml	0.52	0.155 0.93% tsls4A i				
TEN NEW PENCE (287 CPC)							
beer shampoo	0141	0.67dz	0.19dz 0.10 i				
bubble bath	0140	0.67dz	0.19dz 0.10				
cleansing milk	0137	0.62dz	0.27dz 0.10				
cream rinse	0134	0.67dz	0.19dz 0.10				
egg & lemon shampoo	0137	0.67dz	0.19dz 0.10				
eye make-up remover	0139	0.62dz	0.27dz 0.10				
hand cream	0138	0.62dz	0.27dz 0.10				
herb shampoo	0130	0.67dz	0.19dz 0.10				
lacquer removing shampoo	0133	0.67dz	0.19dz 0.10				
lanolin shampoo	0132	0.67dz	0.19dz 0.10				
lemon cream rinse	0142	0.67dz	0.19dz 0.10				
moisturising cream	0136	0.62dz	0.27dz 0.10				
setting lotion	0135	0.62dz	0.27dz 0.10				
TIGRESS (328CCC)							
teat and udder	1lb	0.50	0.13 0.79 r			</	

BEECHAM PROPRIETARY MEDICINES RESALE PRICE MAINTENANCE

Statement of Policy

On the 5th June, 1970, the Restrictive Practices Court ruled in favour of price maintenance for Proprietary Medicines. The Court was of the opinion that it was in the best interests of the public if proprietary medicines were allowed to be price maintained.

In accordance with this decision Beecham have consistently adopted the policy of upholding price maintenance of their proprietary medicines and have asked all their customers to maintain the fixed retail prices.

Beecham give notice that they will refuse to supply any trader who will not give an undertaking to maintain retail prices. Where prices of their products are persistently cut Beecham will obtain an injunction preventing any retailer from so doing and claim costs of such an action:—

High Court proceedings have been successfully taken against the three retailers named below and the defendants were ordered to pay the following amounts towards Beecham's costs.

Supasave Stores (Palmers Green, London)—£25 costs
Sileby Superstores Ltd. (Sileby, Leicestershire)—£100 costs
Whelan's Discount Stores Ltd. (Wigan, Lancs.)—£100 costs

BEECHAM PRODUCTS, BEECHAM HOUSE, BRENTFORD, MIDDLESEX

CHEMIST & DRUGGIST

13th year of publication Vol. 197 No. 4799

The newsweekly for pharmacy

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Mr D. N. Sharpe who, with Mr A. Trotman, gave Brighton NPU Branch the first news of developments in the VTO inquiry (see pp 293 and 310)

A STATEMENT FROM THE MANUFACTURERS OF INFA-CARE

23rd February 1972

Dear Sirs,

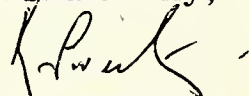
Following the recommendations published by the United States Food and Drug Administration in regard to the use of Hexachlorophane in baby hygiene products, and in accordance with the advice of The Committee on Safety of Medicines and The Pharmaceutical Society, Richardson-Merrell Limited have decided to change the formulation of INFA-CARE.

This step is being taken even though there is no evidence of any risk to infants resulting from the repeated use of INFA-CARE containing 0.3 per cent Hexachlorophane. It is pointed out that on dilution as directed INFA-CARE produces a bath containing 0.0003 per cent Hexachlorophane.

The new formulation without Hexachlorophane is available from Richardson-Merrell Limited. This will be identified by a sticker, on each sales pack, reading "Contains no Hexachlorophane". Orders will be filled with the new product henceforth. Our representatives will also be pleased to replace your current stock with the new product at your request. We are not recalling INFA-CARE since this is not indicated under the present circumstances.

INFA-CARE remains the ideal preparation for the infant's daily bath by being an effective cleansing agent which avoids any serious delipidation, does not significantly disturb the natural balance of the skin microflora and is carefully adjusted to the pH of normal infant skin.

Yours faithfully,



K. SWEETING
MANAGING DIRECTOR

KS:da

NPU moves to stage two of VTO inquiry

The NPU is going ahead with "stage two" of its investigation into the possibility of a voluntary group trading organisation for independent retail pharmacists.

Following a comprehensive study into the NPU Marketing Ltd operation by PA Consultants Ltd—which led to the appointment of Mr A. Trotman as its chief executive—the NPU Executive Committee has now concluded its own appraisal of the first stage of the feasibility study.

That stage was concerned with a review of the changes that have influenced retail marketing during the past decade, with particular attention being paid to the unfavourable trends in the independent sector relating to branded merchandise.

The study has highlighted the relationship between the NPU range of products (annual sales of which exceed £3m at retail selling prices) and leading brands of proprietary products. A study in depth has also been carried out into the pricing policies currently being implemented at all stages of distribution.

The Executive Committee recognises that NPU members' needs vary according to their individual shares of prescription and over-the-counter business. Accordingly it has decided to proceed to the second stage of the study which will pursue the possibility of organising a comprehensive and central marketing function for its members with the objective of further regaining sales and market shares lost in recent years.

While this study is being carried out, the NPU intends holding a number of "probing meetings" among members in various centres throughout the country "to gain a closer appreciation of their individual needs in terms of specialised services."

These meetings will also provide an opportunity of assessing the degree of support the NPU can expect to receive for a central and national marketing facility.

Background to the decision 310; Comment p 307).

'Consortium pharmacies must pay'

In giving approval to consortium pharmacies in health centres, the Department of Health has been concerned to ensure that the terms of formation are both fair between the parties and not liable to encourage monopoly situations, said Dr T. D. Whittet, the Department's chief pharmacist, in a paper being given at the first Commonwealth Pharmaceutical Conference in Melbourne last week.

Dr Whittet added that care needed to be taken equally to ensure they would be viable enterprises capable of paying an economic rent, having regard to the fact that the use of the leased areas was restricted to pharmacy and the sale of closely related health products.

On the question of limitation of NHS contracts, he said that the Department was studying all the implications without, at this stage, any commitment. Legislation, Dr Whittet pointed out, would be necessary for such a restriction. "Whether there is an over-riding need for a controversial measure of this kind which cannot be met adequately in some other way, and whether, if the need were accepted, administratively practical arrangements could be introduced which would be acceptable to all concerned, are questions which are receiving consideration by the Department of Health and Social Security."

RSH conference in Isle of Man

The Royal Society of Health's international health conference, September 4 to 8, is to be transferred from the planned venue in Dublin to Douglas, Isle of Man.

The Society emphasises that there will be no significant changes in the conference programme content, which will



His Excellency the Moroccan Ambassador, Thami Ouazzani, attended a Sylvasun Press reception at Pinewood Studios on February 24. Together with Alan Giles, Chefaro Proprietaries Ltd (manufacturers of Sylvasun) and Cathy Ingram, BEA Personality Girl, the Ambassador helped to choose the winner of a Moroccan holiday given by the Moroccan Tourist Board

include the presentation of papers on health and social services by experts from the USA, France, Switzerland, the Netherlands, Sweden, Yugoslavia, Belgium, Denmark and the UK.

Over 200 delegates who have made reservations are being notified of the change of venue.

US anti-trust threat to Glaxo

Glaxo Group Ltd and Imperial Chemical Industries Ltd face another attempt by the US Justice Department to extend its powers in anti-trust suits.

The Supreme Court is to re-examine a plea by the Justice Department, rejected last year by a lower court, that the validity of Glaxo and ICI patents for the oral use of griseofulvin could be challenged in an anti-trust case. The lower court's ruling that the company's patent licensing and exclusive distributorship agreements with three American companies were illegal, has already been acted on.

It is thought that if the court rules in favour of the Justice Department, the repercussions in industries heavily protected by patents, such as pharmaceuticals, could be far-reaching.

The Court will also be looking at another request from the Justice Department rejected by the lower court. This requires Glaxo and ICI to

grant griseofulvin licences to others and to sell the drug to additional American companies.

IPM conference programme

Further details of the first International Pharmacy Management Conference sessions to be held at Brighton, April 30-May 5 (C&D, January 15, p58) have been given by the Institute of Pharmacy Management. They are:

Denmark: Erik Lund-Jacobsen on "The Activities of Denmark's Apotekerforening in the Pharmacy Management Field";

France: Dr Jacques Servier on "The Development of Pharmaceutical Research in France";

Holland: R. F. Armbrust on "Recent Developments in Dutch Pharmacy";

Ireland: Michael Shannon on "The Economics of Irish Pharmacy";

New Zealand: W. G. Rodger on "Uniform Accounting and Interfirm Comparison";

Norway: Reidar Fyllingen on "The Norwegian Pharmacy";

Spain: Antonio Valls Salvat on "Problems in Spanish Retail Pharmacy";

Sweden: Ake Nohrlander on "The Work and Function of the Apoteksbolaget";

United Kingdom: A. G. Mervyn Madge on "Pharmacy and the Common Market".

Hypothalamic hormone synthesised

Ayerst Research Laboratories has announced the development of a new chemical approach to the synthesis of certain hypothalamic hormones and in particular to the LH-FSH releasing hormone.

The field of hypothalamic hormones is relatively new: the announcement of the isolation, structural determination, synthesis and clinical activity of LH-RH was made in June 1971 by Dr A. V. Schally and colleagues of the Veterans Administration Hospital in New Orleans. Since then, a few research laboratories have been active in synthesising the hormone, which chemically is a decapeptide with the sequence (pyro) Glu-His-Trp-Ser-Tyr-Gly-Leu-Arg-Pro-Gly-NH₂.

According to Dr R. Deghenghi, vice-president and director of research of Ayerst Laboratories, Montreal, the new synthetic approach will enable the large scale production of the hormone in a very high state of purity. The company is represented in Britain by Ayerst Laboratories Ltd, 10 Forge Court, Yateley, Camberley, Surrey.

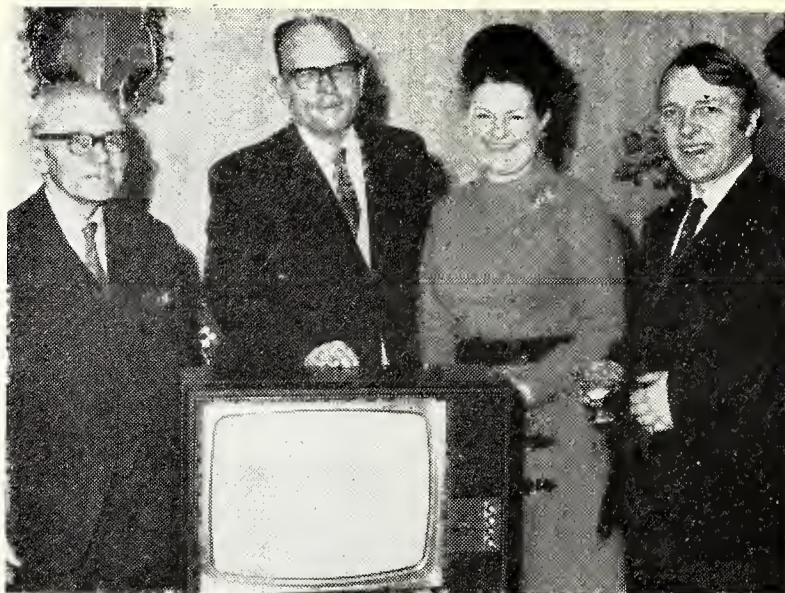
£100 raised by 'Steptoe' scheme

Ayrshire Branch of the Pharmaceutical Society has raised £100 in the past 18 months by collecting empty aluminium containers and selling them for scrap.

The "Steptoe Fund" operation started in July 1970 when every branch member was invited to take part. The scheme received the blessing of the directors of Ayrshire Pharmaceuticals Ltd who arranged that their vans would pick up the containers when required.

Soon the sacks at APL's warehouse in Kilmarnock were bulging with the returns and the first batch was sold to a scrap metal dealer. This has been the pattern ever since, and despite a tendency on the part of some manufacturers to use containers made from other materials, the scheme has continued to grow.

Last month, when the first £100 was raised, branch members decided to donate this amount to the Society for the purpose of replacing some of the trees at Birdsgrove House.



Mr John Wardman, MPS (right), proprietor of R. W. Wardman & Son, Sudbury, Suffolk, about to present a colour television set to Mr E. Crisp, his chief buyer, to mark Mr Crisp's 50 years with the firm. Also in the picture are Mrs Crisp, who is in charge of the cosmetic department, with 20 years' service, and Mr R. W. Wardman, MPS (extreme left) who qualified in 1913

Responsibility for drug doses

The hope that those responsible for the administration of drugs would see if there was any way to stress to nursing staff that dosages were in hundredths of a gram, was expressed by the Liverpool city coroner, Mr S. R. Barter, at the inquest on a three-weeks-old baby who died at the Liverpool Maternity Hospital as the result of an overdose of digoxin.

Dr Lewis Rosenbloom, consultant paediatrician at the hospital, said that the baby had been kept in an incubator since its birth and on December 18, 1971, he became very ill and his heart rate increased. To regulate this he prescribed 0.1 milligrams of digoxin to be administered over 24 hours in three separate doses at eight-hourly intervals; the first being 0.05mg and the second and third 0.025mg. It seemed that although the correct dose was prescribed, on the second and third occasions 0.25mg was given—10 times the correct dose.

Nurse Sheila McCarthy, a registered midwife, said that after reading the case sheets it was normal practice to check with another nurse that the dosage was correct. However, in this case all the other nurses were busy and so after reading his dosage as 0.25 milligrams, she gave the baby the injection. For the third injection she again read the case sheet and again saw 0.25 milligrams and after preparing the dose gave it to another nurse to administer.

Dr Jean Marie Bouton, consultant pathologist at Alder

Hey Hospital, said the cause of death was heart failure as a result of an overdose of digoxin. "It is absolutely crazy to expect a nurse under pressure in the middle of the night to have to be making decimal calculations", she said. "If the drug had been prepared in a paediatric unit the death of this child would not have happened".

Recording a verdict of accidental death, Mr Barter said that he knew only too well the pressures under which nurses had to work, particularly at night. He suggested another possibility to reduce this type of hazard was to prepare the drugs in appropriate paediatric sitings so that it did not have to be carried out by the nurses.

APBI booklet on patents

"Medicines and the Patent System" is the title of a booklet published by the Association of the British Pharmaceutical Industry this week. It sets out to show that success in innovation has pushed up UK pharmaceutical exports to

£170m a year and that this achievement was only possible because of the patent system which protects industry's research from "pirates".

"Once discovered, a powerful medicine can often be manufactured (and copied) cheaply. But it takes, on average, about £2m in research costs just to discover one effective new medicine today, according to the booklet.

Found dead in chemist's

A 28-year-old man with a history of depressive illness and drug addiction, was found dead from a massive overdose of barbiturates after breaking into an Edmonton chemist shop on January 4.

At Enfield coroner's court last week, Dr David Paul recorded an open verdict on David Flack, a gardener, of 79 Brettenham Road, Edmonton, after commenting that his intention may have been to steal drugs to kill himself—or to steal them to "indulge in their use".

Mr William Flack identified his son, who lived with him, and said he had been in hospital on various occasions for treatment for drug taking. On the evening of January 3 David went to his room, and the next morning witness found that his son was not in the house. This was not unusual, and he did not worry about it. Later he was told his son was dead. David had made previous attempts to harm himself.

Pathologist Dr David Bowen said he found scars of old wounds on the dead man's arms and neck. However there were no recent injuries.

The cause of death was a massive overdose of barbiturates.

Hexachlorophane

In our report on hexachlorophane last week (p 255), it was wrongly stated that the committee on Safety of Medicines had recommended that the sale of hexachlorophane soaps should be restricted to pharmacies, and that such soaps should not be advertised to the public. Those recommendations in fact apply to products for medicinal use on infants.

The Secretary for Social Services said in the Commons this week that Givaudan & Co Ltd and Robinson Bros were the only known British manufacturers. Both were being "most co-operative".

COMPANY NEWS

Kodak's capital spending in 1972

Capital expenditure of £8.4m on marketing, manufacturing and research facilities are planned by Kodak Ltd in 1972. This forms part of a total world-wide Eastman Kodak capital expenditure budget in 1972 of £126m, £25m of which will be concentrated in Europe.

The main projects included in the Kodak Ltd budget are: completion of work on a new marketing education centre at Hemel Hempstead and the supply of equipment; construction of a medical centre at the colour processing division in Hemel Hempstead; conversion of company premises in central London to house the southern sales office; an extension to the emulsion manufacturing building and the installation of equipment at the Harrow factory; extensions to the research laboratories at Harrow and Kirkby; and extensions to synthetic chemical facilities at the company's chemical plant in Kirkby.

From October departments now at 65 Kingsway, London WC2, will move to 246 High Holborn, London WC1.

ITT bidding for Ashe Chemical

International Telephone and Telegraph Corporation (ITT) of the US, who recently acquired Rimmel, are bidding for control of Ashe Chemical Ltd.

On ITT's behalf an offer is being made to shareholders of £0.53 in cash for each Ordinary £0.05 share of Ashe.

The directors of Ashe and members of their families have undertaken to accept the offer in respect of 14 per cent of Ordinary capital and recommend all other shareholders to accept. Upon the offer becoming unconditional, a second interim dividend (in lieu of final) of 8½ per cent will be declared. The offer is subject to necessary governmental consents being granted.

Intal gains French award

For the introduction and development of their product Intal (sodium cromoglycate) Fisons pharmaceutical division have been awarded the *Prix Galien* in a world competition sponsored by *Médecine Mondiale* (which circulates in the UK as *World Medicine* and has American and Japanese editions).

The award was made on February 24, by Mr H. Nargeolet, chief of pharmaceutical services to the French Ministry of Health, to Dr Roger Altounyan, a key member of the Fisons research team which developed the drug. The product earned for the division the Queen's Award to Industry for technological innovation last year.

Reorganisation at Richard Baker

W. Harrison & Co Ltd have ceased trading as from December 31, 1971. Responsibility for contracts, etc, is being undertaken by the parent company, Richard Baker & Co Ltd, who from January 1 have changed their name to Richard Baker, Harrison Ltd, 12 Broadway, London, SW1.

French bid for Dutch firm

Laboratoires Sarget SA, of Merignac-Bordeaux, plan to make an offer for the outstanding shares of Dagra NV of Diemen, Holland. The licence required for a bid of this kind, however, has yet to be obtained by the French firm. On the basis of an outstanding share capital of florins 3.8m, the bid works out at florins 6.3m. Dagra NV is a medium-sized producer of pharmaceutical products employing 160 people. Laboratoires Sarget and its subsidiaries also produce pharmaceuticals; plants are situated in France, Belgium and Italy and the total payroll is 600 people. Sarget's turnover totals about Frs 90m a year.

Robert-Bosch merger

Robert Bosch Packaging Machinery Ltd has been formed to handle the British end of a major diversification into packaging machinery by Robert Bosch GmbH.

Packaging machinery manufacturers represented by the new company are Hamac Hansella

GmbH, Hoffliger and Karg GmbH, Gebr Holler GmbH (all wholly-owned Bosch subsidiaries) and additionally Maschinenfabrik H. Strunck & Co.

The newly formed company will operate from a 12,000 sq ft sales-service unit at 163 Dukes Road, London, W3, where in February the pharmaceutical contract packing operation of Hoffliger and Karg was also accommodated.

'Difficult' year for ICI

Difficult world economic conditions and world excess capacity affected important areas of their business in 1971, report Imperial Chemical Industries Ltd's board, in announcing a reduction in group profit, after tax, to £86m from £92m in 1970.

Group sales were higher at £1,524m (£1,462m) but profit before tax at £130m was down £14m on 1970. The pharmaceutical division, however, increased its profit to £12m (£11m).

Exports from UK amounted to £263m (£253m). A second interim dividend of £0.07½ is declared.

Devon Hair Aids merger

Devon Hair Aids Ltd, Luton Beds, have merked their interests with Solo Products Ltd, Montreal, Canada, an associate company of Solo Products Corporation, New Jersey, USA. Mr H. Gilbert is now managing director.

Negotiations are in hand to acquire a 50,000 sq ft factory in the Luton area to enable the enlarged company to increase their manufacturing capacity.

In brief

Gala Cosmetic Group Ltd, have acquired the cosmetic company, Gordon and Ronel (Pty) Ltd, of South Africa. The chairman said he was unable to give details of the purchase consideration, but he said it was not a straightforward cash transaction. Gala Cosmetics of South Africa will have a share capital of R400,000 when formed, with all shares owned by the parent company.

Norcros Ltd, whose group includes S. Maw Son & Sons Ltd and Lantigen (England) Ltd, had a record £3.64m profit for the year ended November 28, 1971 (£3.02m in the previous year). Dividend is raised from

22½ per cent to 24 per cent with a final of 15 per cent.

Rockware Glass Ltd are the first glass container manufacturers in Britain to go over to natural gas for the firing of their furnaces. Mr J. H. Craigie, group managing director, said: "We can achieve considerable savings in production costs through the use of natural gas, both directly in terms of fuel bills, and indirectly in terms of maintenance".

Boots Ltd are to be in a £6m Kirkgate development scheme in Bradford city centre. The whole project from Darley Street to Westgate, will include 40 shops, a new market hall, restaurant, two public houses and overhead parking for about 750 cars.

Nicholas International Ltd: Sales for the six months ended December 31, 1971, at A\$31.83m were higher by A\$1.7m than in the equivalent period in 1970. Earnings were also higher at A\$1,897,000 (A\$1,753,000 adjusted). Interim dividend is 3 per cent.

International Chemical & Nuclear Corporation showed net revenues of \$135.76m in the year ended November 30, 1971 against \$117m in the previous year. Net earnings increased 31.3 per cent to \$7,616,662.

National Starch & Chemical Corporation: Earnings for the year ended December 31, 1971 totalled \$11.18m, compared with \$9.71m in 1970. Sales rose 10.7 per cent to \$149,339,191 in 1971.

M&R Norton Ltd are for the first time showing their novelty soaps and bath preparations at the Frankfurt International Trade Fair, March 5-9.

V. Mane Fils Ltd are moving to Vale Road, Tonbridge, Kent (telephone: 073-22 62338) on March 6.

Scott & Bowne Ltd:—Profit for year to June 30, 1971 was £528,912 (£480,737 in previous year), less tax, £221,681 (£210,452).

Rentokil Ltd: Sales in 1971 rose to £17.56m (from £15.06m in 1970), Group pre-tax profit rose from £2.67m to £3.22m.

Abdine Ltd have moved to 110 Commerce Street, Glasgow G5 8DR (telephone 041-429 1696).

Mr B. R. Denholm, MPS, has opened a pharmacy in Ellon Road, Bridge of Don—a growing suburb of Aberdeen.

Harneys' Pharmacy, Longford, has been taken over by Mr Patrick Stenson, MPSI.

PEOPLE

Mr Frederick Victor Butterfield, Britain's oldest pharmacist and Harrogate's oldest resident, celebrated his 108th birthday on February 28. Mr Butterfield qualified in 1885 and opened his first dispensary in Station Bridge, Harrogate, in 1893.

Mr Con Collis has been elected president of the Irish Chemists' Golfing Society. He is the third person to hold the office. New captain of the society is Mr Hugh Palmer, managing director of Irish Pharmaceuticals Ltd.

Mr Joseph G. Roberts, group pharmacist with West Cheshire Hospitals Management Committee, Chester, has been appointed to the new post of regional pharmacist with Liverpool Regional Hospital Board.

Mrs Joyce Tinegate, group pharmacist to the Warrington hospitals, has been appointed regional pharmacist to the South-west Regional Hospital Board, based at Bristol. She joined Warrington General Hospital's staff in 1953 as chief pharmacist.

Marriages

Butler-Broxup: At Holy Trinity Church, Chipping Norton on February 12, Mr C. P. Butler, MSc, BPharm and Miss M. V. Broxup, BPharm. The bridegroom is the son of Mr J. R. Butler, MPS, 195 London Road, Reading.

Deaths

Cheslyn-Curtis: On February 7, Mr H. Cheslyn-Curtis, aged 86. Mr Cheslyn-Curtis represented Arthur H. Cox & Co Ltd in London and the eastern counties for over 35 years.

Cuthbert: On February 25, Mr John Edgar Burgess Cuthbert, MPS, 22 Pearce Avenue, Parkstone, Dorset, aged 57. Mr Cuthbert qualified in 1940 and owned a pharmacy in Shortlands, Kent, until 1967.

Smyth: Recently Mr Joseph Gerard Smyth, MPSI, 1 Castle Street, Sligo. Mr Smyth qualified in 1932 and had his own pharmacy in Sligo for a number of years prior to which he conducted a pharmacy in Collooney.

Taylor: On February 26, Mr R. L. Taylor, aged 73. Mr

Taylor joined Johnsons of Hendon Ltd in 1919, was elected to the board in 1939, became managing director in 1954 and retired in 1965, although remaining associated with the company until December 1971.

During his long career Mr Taylor held many external appointments. He was the last chairman of the former Wholesale Drug Trade Association and first president of the Association of the British Pharmaceutical Industry.

Appointments

Burroughs Wellcome & Co: Mr Ken Cooper, BSc, sales promotion manager for the company in Ireland is returning to England to take up the post of area manager, UK medical sales division, in the North London area.

Weston Pharmaceuticals Ltd: The following subsidiary board changes take place from March 6—Mr B. McElroy, MPS, at present London area director, becomes retail director, chemist division. Mr D. M. Hibbard, MPS (Midland area director), becomes regional director, North, which will incorporate both existing Midlands and Northern areas. Mr W. P. Mallinson, MPS (Northern area director), becomes pharmacy superintendent and personnel director. Mr D. S. Glover, MPS (general manager, L. C. Whittaker & Co Ltd), becomes marketing and merchandising director, chemist division and Mr E. J. Ayling (photographic general manager) becomes director warehousing and distribution.

NEWS IN BRIEF

☐ The Home Secretary has withdrawn authorities to possess, supply or prescribe Dangerous Drugs from Dr Barbara Doris Ford, 63 Park Road, Woking, Surrey.

☐ From March 6 some postal charges are increased. Letter packets weighing 2 oz but less than 4 oz will cost 4p first class, 3½p second class; 4-6oz rates are 6p and 5½p respectively.

☐ Copies of the contract to be signed by those Irish pharmacists who wish to take part in the new Health Scheme (due to come into effect in the Eastern Region on April 1) have been sent to community pharmacists in the region.

Topical reflections by Xrayser

Trading

Pharmacy is a peculiar hybrid. It professes and it trades. It trades and it professes—and it would take all the wisdom of the ancient Greeks and the keen penetration of Paddington Pollaky to decide at what precise point the line had been crossed from the sublime heights of professionalism to the more mundane depths of trading. (And where, for that matter, in the world of trading, another line had been crossed between ethical and not-so-ethical trade).

And even the combined wisdom of Solomon, the Lord Chancellor and that of the inscrutable figure perched on the roof of the Court of Criminal Justice, were they all to agree to sit in at Bloomsbury Square, would be unlikely to simplify the task of the Council of the Pharmaceutical Society.

Your Comment on the subject looks at trading stamps in a restrained and reserved manner. But is there much dignity left in the commercial life of today? It must be all of twenty years since I was first approached to help a struggling trading stamp company to continue in business. That it overcame its difficulties was soon evident, though it did so with no assistance from me, and the company concerned appears to have prospered since without my co-operation.

My recollection, though I may be wrong, was that the basis of the scheme was to allow private traders to offset the practice of paying dividends by the Co-operative Society. But at that time, the bargain sale atmosphere of present-day general trading was only in its infancy and had not assumed the colossal proportions we see now on all sides. We can save stamps, we can collect labels, we can accumulate coupons from cartons; we can send thirty coupons and a sum of money and have, by return, a tent. Are we soon to be distributing plastic models of Denis Galen with an outsize pill at his foot?

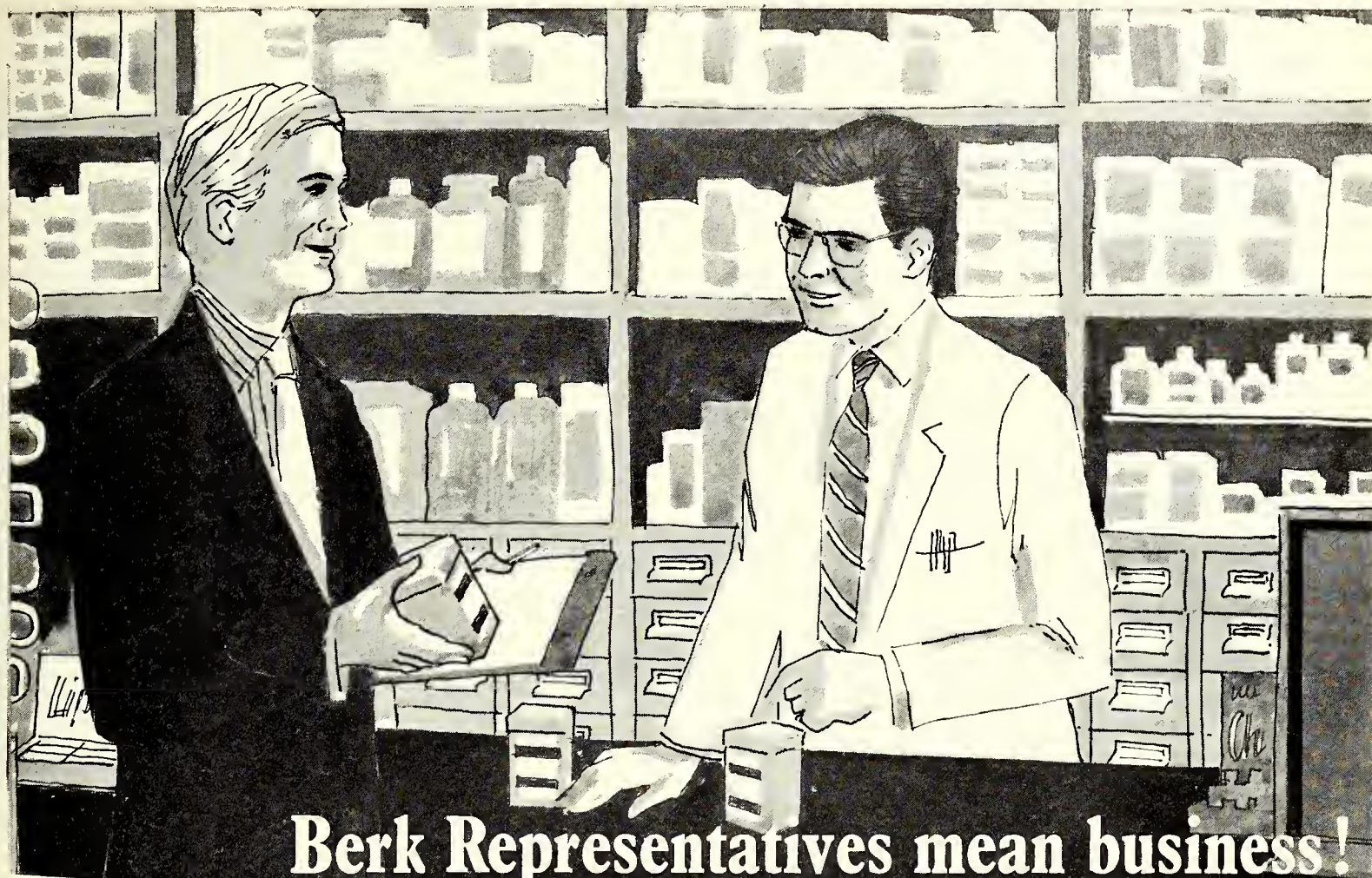
Look around

Look around your shelves. It doesn't matter if it is tooth-paste, or shampoos, or first-aid dressings. We are all involved, willy-nilly, in some species of transaction that is eventually financed by the consumer; for such bargains suggest that the retail price, if there is such a thing, is higher than it should be.

There is a lack of dignity, whether the article is for dental hygiene or is merely a cereal for breakfast. But where do we draw the line? There seems little to choose between the "merchandising" of goods, with something off or with detachable coupons, and the handing over of stamps. I want nothing to do with either of them, but for the present I have an element of choice in that I do not *have* to handle trading stamps, even if my professional body approved. I have no choice in the field of catch-penny articles produced as such by the manufacturers.

Erosion of dignity

I have no doubt in my mind that trading stamps and medicines are incompatibles. But the erosion of dignity brought about by the coupons and the "money off" offers makes it extremely difficult to make out a strong case against trading stamps on ethical grounds alone, *except* that, once admitted, it would be impossible to limit them to specific fields. There could be the justification for continuing to proscribe them.



Berk Representatives mean business!

BERK Representatives do not make "Courtesy Calls" or just "look in while in the neighbourhood." They know how busy you are. The BERK Representative gets down to business. He calls to keep you informed about important developments in our range of speciality products and to encourage your wider use of BERK Economy Brands to meet the large volume of "open prescriptions."

The BERK Representative means friendly service, regular calls, outstanding speciality products, quality Economy Brands and better business. BERK Representatives work for us but they take their orders from you.

Approved Name	Berk Brand Name	Presentation	Packs
Bendrofluazide tablets BP	BERKOZIDE ®	Tab 2.5 mg & 5 mg	100 & 1000
Erythromycin tablets BP	ERYCEN ®	Tab 250 mg	100 & 500
Imipramine tablets BP	BERKOMINE ®	Tab 10 mg Tab 25 mg	250 & 1000 200 & 1000
L-dopa tablets	BERKDOPA *	Tab 500 mg	100 & 500
Methyldopa tablets BP	DOPAMET *	Tab 250 mg	250 & 1000
Nitrofurantoin tablets BP	BERKFURIN ®	Tab 50 mg & 100 mg	100 & 1000
Oxytetracycline tabs/caps BP and syrup	BERKMYCEN ®	Tab & Cap 250 mg Syrup 125 mg/5 ml	100 & 1000 500 ml
Penicillin V tablets BP	ECONOPEN ® V	Tab 250 mg	100 & 500
Phenylbutazone tablets BP	FLEXAZONE ®	Tab 100 mg Tab 200 mg	250 & 1000 250
Quinine sulphate tablets BP	AURIQUIN *	Tab 200 mg & 300 mg	100 & 500
Tetracycline tabs/caps BP	TETRACHEL ®	Tab 250 mg Cap 250 mg	100 & 1000 100 & 500
Tetracycline mixture BPC		Syrup 125 mg/5 ml	500 ml
Tetracycline hydrochloride BP with nystatin BP tablets	SILTETRIN *	Tab 250 mg	100



BERK PHARMACEUTICALS LIMITED · GODALMING & SHALFORD · SURREY

® Regd. Trade Mark * Trade Mark

J.3842

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Respaton anti-smoking lozenge

International Laboratories Ltd have launched Respaton (£0.29) an anti-smoking preparation that "enables a smoker either to cut down or to cut out smoking."

The pack consists of 48 lozenges containing silver acetate, co-carboxylase and ammonium chloride. This combination is said to give a distaste for smoking by causing a formation of aldehydes and other unpleasant tasting compounds when the tobacco smoke contacts the coated taste buds (International Laboratories Ltd, Lincoln Way, Sunbury-on-Thames, Middlesex).

Cosmetics and toiletries

Alberto-Culver additions

Alberto-Culver have announced additions to three of their product ranges.

Get Set shampoo is relaunched in three new varieties—herbal for normal hair, lemon for greasy hair, and a protein shampoo. The 560-cc pack (£0.45) is flashed "50 shampoo size" to convey the impression of better value for money.

New tin containers of larger size replace the aluminium cans in which FDS feminine spray was introduced. Holding 60g (£0.33) and 120g (£0.47), they give 20-30 per cent extra value. Full-page colour advertisement in *Shopping* magazine will feature an "under half price" sample offer.

Other recent introductions under the Alberto brand label are Get Fresh deodorant and Get Fresh antiperspirant, both in 190-g aerosol (£0.44). A full range of display material is available (Alberto-Culver Co, Culver House, 44 Newington Causeway, London SE1 6DX).

Gerhardt trio

Gerhardt are launching three new products. Fresh 'N Dainty Body Cool antiperspirant (£0.38) is an aerosol formulated with aluminium chlorohydrate as its active ingredient to stop underarm wetness. The 120g aerosol pack is in red and blue. Foot Cool deodorant/refresher (£0.40) refreshes and soothes hot tired feet "instantly" and it is said to be an effective

foot deodorant that can be sprayed through stockings and socks. Foot Cool is in a 114g aerosol pack.

Spraymate breath freshener (£0.42) is a "gold" capped 16g aerosol to keep the mouth smelling and tasting sweet and clean and is said to be ideal for breath odours caused by food, drink and tobacco (Gerhardt Pharmaceuticals Ltd, Thornton Laboratories, Purley Way, Croydon CR9 3BE).

New Lip Gloss

From Payot Ltd, 139A New Bond Street, London W1 comes Lip Gloss (£1.00), packed in a "mini" navy blue circular compact and is available in three shades—Incolore, orange, and rouge. Incolore adds a transparent gloss, rouge and orange intensify lip colour.

Transparent colour highlighter

Woltz Italiana have launched Jelle Blusher, an easy-to-apply transparent cheek colouring. There are four colours—Clearest Red, Orange, Pink and Bronze.

The colouring is applied over a make-up base; it is non-greasy and natural looking, designed to last all day. The 15cc pack is £0.49 (Sales Affiliates Ltd, Barnet By-pass, Boreham Wood, Herts).

Yardley streamline

To team up with the recently-launched Soul Shimmer lipstick packs, and as part of a new packaging scheme, Yardley are re-styling their cream powder compact (£0.68).

The new compact is slim and ovoid, and made from a glossy, smoky grey semi-translucent material. It has a large mirror and soft, velvety puff.

Popular shades included are: Misty Beige, Honey Beige, Peach, Deep Peach, Fair and Natural, Medium Fair, Sunglow, Beige and Deep Beige. Refills are also available at £0.37.

Peek-a-Boos are the group title of three new shades introduced to the Soul Shimmer range. Peek-a-Boo Poppy (£0.45), is a brilliant, fiery scarlet; Peek-a-Boo Pink (£0.45), is a flamboyant, hot pink and Peek-a-Boo Mousse (£0.45), is a creamy, shimmering toffee (Yardley of London Ltd, 33 Old Bond Street, London W1).

Juvena range expansion

Juvena have recently added a number of new items to their range. Additions to the Juvenance treatment collection are a throat cream for night use (30cc, £2.60), throat firming lotion for morning and evening use (56cc, £2.35), transparent cream mask (56cc, £3.10), skin conditioner for under make-up treatment (56cc, £2.70), and skin regenerator for night use (28cc, £3.20; 56cc, £4.65). Lastly, there is Juvenance night moisturiser, intended to be applied under the nourishing cream (50cc, £2.70).

For eyes, Juvena introduce creamy eye shadow (£1.20) in nine colours—Sweet Apple Green, Nile Green, Mauve Lilac, Blue Fascination, Pale Cinnamon, Mousse au Chocolate, Olympic Blue, Sheer Gold and Sheer Silver. There are also a new Juvenance eye contour treatment (14cc,



£2.40) and an eye beauty base (20g, £2.20), both products being designed for the care of sensitive skin around the eye.

Completing the new line up are two additional fluid make-up shades to "complement elegant dark colours." They are Sweet Veil and Cool Beige, both available in tube or bottle presentation (Juvena (Great Britain) Ltd, 19 Grosvenor Street, London W1X 9FD).

Sundries

Fastidia by Lilia White

Bringing "a new concept to feminine hygiene" is how Lilia White describes their new Fastidia mini-pads (£0.12½ for a pack of 10).

They state that their research shows that something like one-third of women experience the problem of vaginal discharge outside the period proper. It is to cope with this problem that the mini-pads have been designed.

Not a substitute for a normal Sanitary Fastidia is a small, slim pad made of layers of soft, absorbent wadding on a moisture-proof backing of embossed polyethylene film. A pressure-sensitive adhesive strip running the length of the backing secures the pad direct to the wearer's briefs or tights, involving no special belt hooks or other devices.

The pad is easily flushed away after the backing has been removed, it is claimed.

Consumer tests showed that more than 90 per cent of informants considered the product hygienic and comfortable, and 67 per cent reported that they were likely to buy it. These figures relate only to women coping with the specific problem of day-to-day discharges but another use situation envisaged is in pregnancy.

The pack's design features the female

ist-to-hip region printed full colour the face and sides of the box. The sign allows the packs to be arranged threes, one (centre) facing, with two e-on, to show the complete hip-to-hip ure.

Media advertising appropriation for stidia is the equivalent of £70,000 over 12-month period. It features whole page, 1-colour and quarter page black and white insertions in *Woman*, *Annabel*, *air*, *Honey*, *19*, *Nova*, *She* and *Vogue*

...and a new pack design

Currently selling in to the trade is a redesigned pack for Dr White's towels, which retains the main elements of the previous design but "has been given a cleaner and more modern graphics for quicker recognition at the point of sale." To facilitate identification when the product is shelf-stacked the logo is now carried on the end of the bags. Also retained is the familiar colour coding to differentiate the sizes with the logo printed yellow, pink, blue and green to identify sizes 0s, 1s, 2s and 3s respectively. (Lilia White (Sales) Ltd, Charford Mills, Birmingham 8).

PROMOTIONS

Stiletto promotion advanced

Rentokil announce that advertising for Stiletto, "the sly fly killer," is now to break a month earlier, in April instead of May.

There are to be half pages in *Woman*, *Woman's Own*, *Woman and Home*, *Ideal Home*, *Family Circle*, *Good Housekeeping* and *Homes and Gardens*, with full pages in *Reader's Digest* (Rentokil Ltd, Felcourt, East Grinstead, Sussex).

Limmits booklet in 'Woman's Own'

The March 4 issue of *Woman's Own* includes a free slimming booklet which endorses the Limmits meal replacement system.

The 16-p booklet, entitled "Freedom From Fat", features illustrated slimming case histories of a mother at home, a working wife and a working girl, and gives day-by-day meals with calorie ratings. In one section a survey is made

of slimming methods in which the Limmits approach is regarded as "one of the most successful ways to slim". Other sections include "celebrities" slimming secrets and instructions on how to prepare menus, with the aid of different coloured stamps, to make up a total intake of between 1,000 and 1,200 calories a day (Unicliffe Ltd, Stonar, Sandwich, Kent).

Consumer offers

□ Nutress Laboratories are reducing the price of bottles of their Protenail conditioner from £0.75 to £0.49, for as long as stocks last. The money off is clearly marked on the outers (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: NE

Andrews Liver Salt: All except U, E

Askit powders: Sc, G

Astral: La, M

Buttercup syrup: Lc, Y

Elnett Satin: All except E, CI

Harmony shampoo: All except E

Lucozade: All except G, E

Man-size Scotties: All except E

Milk of Magnesia liquid: All except U, E

New Bristows shampoo: All except E

Protein 21 shampoo: All areas

Reban treatment shampoo: All except E

Signal toothpaste: All except E

Sunsilk shampoo and hairspray: All except E

Tegrin medicated shampoo: So

PRESCRIPTION SPECIALITIES

TROPIUM tablets and capsules

Manufacturer DDSA Pharmaceuticals, 310 Old Brompton Road, London SW5

Description A range of preparations containing chlordiazepoxide hydrochloride: green opaque capsules of 10mg; yellow/black two-tone opaque capsules of 5mg; green sugar-coated tablets of 5mg, 10mg and 25mg. All overprinted "DDSA"

Indications Anxiolytic, tranquilliser and muscle relaxant

Dosage Optimum daily 30mg which may be increased to 100mg daily in divided doses. Children and debilitated patients the dosage is reduced to 5-20mg daily (or according to age and weight)

Contraindications Should not be given to patients being treated with other psychotropic drugs, MAO inhibitors or phenothiazine group

Side effects Skin rashes, blood dyscrasias and hepatic dysfunction. Drowsiness and ataxia may occur particularly with high dosage

Packs All of 100. Tablets 5mg £0.60; 10mg £0.75; 25mg £1.60. Capsules 5mg £0.60; 10mg £0.80

Supply restrictions P1 S4B

Issued March 1, 1972



10 good reasons for displaying new look Tubifoam...

Chiropodists everywhere use Tubifoam tubes for toe treatment and protection. Now, in new

blister-packs, and a range of 5 sizes, inexpensive

Tubifoam tubes are going to be best sellers for many other applications which don't need professional advice.

Here's a big value-for-money 12" length of Tubifoam in every pack, ready for your customers to cut off the

exact amount they need each time.

Tubifoam holds itself in place and offers

all round protection. It is ideal, not only to relieve pressure and prevent chafing, but also for covering tender or bruised fingers and toes.

Display the new Tubifoam packs prominently — and watch your sales increase.

Ask your usual wholesaler — or write direct to us,

BATEMAN-JACKSON

Tubiton House, Medlock Street, Oldham, Lancs.

Tel. 061-652 2222 Grams 'Tubiton' Oldham

A member of the **Seton** group

Distributors of Seton Specialised Surgical Dressings and Appliances.



...and here's 10 more!

Skip these you'll lose

It's a fact that five sales are better than one. So what you want is a promotion that gives you those sales – without any extra worry or trouble. And here it is. Bisks Great Race to Reduce. It's probably the biggest national promotion that's ever hit the slimming business.

How does it work?

Starting 2 March 1972 until 30 June 1972, consumers will be encouraged to buy a succession of specified Bisks products. A 20p

voucher is awarded to each slimmer who purchases the complete course of products – a voucher that can also be used for further purchases of any Bisks product in your shop.

What do I have to do?

Very little. First you stock up with the Bisks lines featured in our promotion. These lines are Chocolate Biscuits, the Sandwich Biscuits, Peppermint Creams, Chocolate Wholemeal, Cream Crackers, Water Biscuits and the chocola

pages and money.

rs. Then your Bisks representative will supply you with free display material. Just put it up and watch the Bisks move out!

What support do I get?

The Great Race to Reduce will get a strong mention in your national advertising. It's on top of that you get free

point-of-sale material.

Including a consumer leaflet, counter units and shelf strips.

How do I get in the Great Race to Reduce?

Ask your Bisks representative for the complete story. Then just sit back and wait for the increased sales.



Bisks work.

For you and your customers

TRADE NEWS

Hexachlorophane and baby care

More manufacturers of baby care products have announced changes in formulation as a result of the Committee on Safety of Medicines recommendation concerning hexachlorophane. Others wish to assure pharmacists that their products do not contain the compound.

□ Richardson-Merrell Ltd, 20 Saville Row, London, W1 say that the new formulation of Infa-Care is now available, bearing a sticker "contains no hexachlorophane". Representatives will change stock if requested.

□ Bengué & Co Ltd, Mount Pleasant, Alperton, Wembley, Middlesex, point out that Metanium powder and ointment, used against nappy rash, do not contain hexachlorophane.

□ ICI pharmaceuticals division, Alderley House, Alderley Park, Macclesfield, Ches., SK10 4TF, say that publicity following the statement from the Committee on Safety of Medicines on the use of hexachlorophane preparations has led to a great many inquiries, concerning Hibitane and the role of Savlon baby care products.

All Savlon products, including the Savlon baby care range are based on Cetavlon (cetrimide) and/or Hibitane (chlorhexidine). These antiseptics are unrelated chemically to hexachlorophane and both research and hospital use confirm the absence of any clinical similarity, say the company.

Printed Orovite tablets

Bencard, Great West Road, Brentford, are to overprint Orovite tablets (100 and 500 tablet packs) with the Trademark Orovite appearing in white capitals on one side of the sugar-coated tablet. The 25-tablet pack will not change over to printed tablets for a further four weeks. No credit is being allowed on unprinted stocks.

Promotional pack

Imperial Chemical Industries Ltd, pharmaceuticals division, Alderley House, Alderley Park, Macclesfield, Cheshire, are introducing a 180g aerosol of their product Mimospray. The pack is perfumed and retails at the same price as the 120g pack. The consumer obtains an additional 50 per cent free. It is stressed that this is a promotional pack and will be withdrawn at the end of the summer period 1972.

Perfume distribution

Queen Cosmetics Ltd, Petersfield, Lake View Road, Felbridge, Sussex RH19 2QB, are now distributors for Longcils non-irritant eye cosmetic and Robert Piguet perfumes.



Unmedicated dusting powder

Cuxson, Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs, have reformulated their zinc and starch dusting powder as an unmedicated preparation. The new formula conforms with the BPC monograph, allowing the product to be prescribed on form EC10. This, it is suggested, will be a boon to the bed-ridden, the very old and young invalids who are the major groups of users and pay no prescription charges.

Cuxson, Gerrard zinc, starch and talc dusting powder BPC is packed in drums of 170g with a one-hand operated captive sprinkler top. It is suitable for drying damp skin and preventing chafing and soreness; it is particularly beneficial for routine use in the prevention of bed-sores. Recommended retail price is £0.15.

Distribution changes

White Laboratories Ltd, Penarth Street, London SE15, are now handling sales and distribution of Mabelline eye cosmetics and QT tanning products.

There are now two sales forces within the organisation—the Mabelline force takes over from Richards & Appleby Ltd and the White Laboratories one, which will also handle QT and other Plough products (Musterole, Mistol, Nujol), previously distributed by Chemist Brokers Ltd.

To mark the start of the operation Maybelline are introducing the All Eyes Kit (£1.25). Available in three colourings—No. 1 for blondes; No. 2 for brunettes and No. 3 for brunettes—each kit contains three shades of pearlised shadow; a Maybelline shadow applicator; ultra-lash mascara; eyebrow pencil; fine-line brush and cake eyeliner.

Easter eggs for Bronnley

For Easter time Bronnley are currently selling-in to the trade their original and popular soap eggs. They are available in boxes of 12 as they were when they were first introduced last year, but 1972 also sees them packed five to a basket (£1.90).

The soap eggs come in assorted colours and in fragrances of rose geranium, lavender, English fern and lemon verbena.

Bronnley have also repackaged their Feather bath crystals. Instead of coming in wooden drums they are now in screw-top jars of polythene. Each jar holds 1,100g (£1.20) of the crystals. Five fragrances are available—lavender, pine,

verbena, rose geranium and English fern. From H. Bronnley & Co Ltd, 10 Connaught Street, London W1.

Sunglass models sold out

Polaroid (UK) Ltd, Rosanne House, Welwyn Garden City, Herts, report that the following sunglass models are sold out for the remainder of this season: Packs: 50 starter and 50 metal. Glass: 6104 blue, magenta, 8004 black, green shell, silver, 8020 black, 8022 black brown mottle, 8026 champagne, 8205 green metal, 7010 black, honey brown, 7103 olive shell, 7103T light shell.

Rosedale additions

Two new presentations in the Rosedale range are announced. A pine bath is now available in the same elegant bottle as the existing herbal bath and at the same price (£0.29), and there is a new concentration version of the Rosedale shampoo range packed in 110-cc bottle (£0.14). Both are available from the distributors, Fassett Johnson Ltd, 19 Radford Crescent, Epping, Essex.

Pack improved

Fennings Pharmaceuticals, Hurst Road, Horsham Sussex, are now packing the large 90-pill size of Fennings Little Healer in Rotex tubes for easy dispensing. The trade pack now contains 12 tubes.

New colours and sizes

Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE, have added Purple Dazzle and Orange Dazzle to their range of Creamy Gloss lip colours (£0.67) for sale from April 1. Colour Creamers are newly packaged in gold-lettered cartons of two-tone pink.

A smaller tube of Illusion foundation is announced, selling at £0.95, and there are two new dark nail enamel shades added to the Salon Formula range—Red Door Red and Rum Raisin (£0.71 and £0.81 respectively).

Bonus offers

White Laboratories Ltd, Penarth Street, London SE15. QT tanning lotion and foam. 13 invoiced as 12.

Bonus to improve retailer stocking

Trufood report that recent market research has shown that although sales of their humanised formula baby milk have risen substantially, chemists purchase have been falling below demand and in many cases the stock position is dangerously low. The company, hoping to avoid frustration for mothers unable to get their babies' usual milk, are therefore making a bonus offer to the trade to help chemists take advantage of the increasing sales with maximum profit.

All offers placed direct up to March 31 will be charged as follows: 6 invoiced at £4.08 per dozen; 12-18 invoiced at £4.02 per dozen; 24-42 invoiced at £3.96 per dozen; 48 and over invoiced at £3.90 per dozen.

Orders should be sent to Cow & Gate Baby Foods, 40 Stoke Road, Guildford, Surrey.

COMMENT

A mast that needs many colours

Mr David Sharpe, having admitted "nailing his colours to the VTO mast," showed every sign of relief in reporting (p 310) that the NPU Executive had just given the go-ahead for stage two in its progress towards the development of a voluntary trading organisation for Union members.

And well he might be relieved, for as a progressive retailer he has moved in a direction many a "traditionalist" would be loath to follow. Mr Sharpe has looked at the chemist's declining market share and has decided that, for most of those in retail practice, the only road open is joint action to get the tide flowing the other way. Certainly there are those able to go it alone—Mr Trotman was confronted by one of them at Brighton; a pharmacist who had moved into grocery, had thrown out the VTO flag, and was very satisfied with the result!

But the "average" retail pharmacist is going to need at least as much support as his grocery competitor if he is to improve his trading position. Improve it he must, because Mr Sharpe was able to show just how unlikely is the prospect of a well remunerated "professional" pharmacy service. And those of us who believe in the value of the community pharmacist must also believe in his public duty to do all he can to survive.

It is a convincing story that Mr Sharpe and Mr Trotman have to tell, and all NPU members who get the chance should hear it at first hand. To those unaccustomed to the ways of the marketing man, the "presentation" may seem a little glib—but that does not invalidate its message. Marketing men do not deal in opinions or impressions. They like proof before committing themselves, and they therefore tend to put their "facts" forward with what others might regard as undue confidence. Indeed, it is noticeable that Mr Trotman will not yet say that the NPU should set up a VTO. He has so far proved only that such a structure is needed, and that it is feasible. Now he wants to establish whether it would *work*.

Thus far the Executive Committee have gone with him. But there is now the need for understanding and support for the project from the whole membership. Wholesalers are to be approached to find out the terms upon which they would set up a central marketing organisation with NPU, but for these talks to have real meaning the parties must know whether they would be acting—in particular, buying—on behalf of 1,000, 5,000 or 10,000 pharmacies. They also need to know whether traditionally "independent" pharmacists will commit

themselves in advance to giving effect at the periphery to decisions made at the centre.

Make no mistake—without that commitment, the project cannot get off the ground. The marketing organisation must be in a position to say to a manufacturer: "You don't have to 'sell' this product to our 5,000 members; they will buy and promote X thousand cases." The manufacturer, with the guaranteed market and reduced distribution costs, is able to name a much more competitive price—which is passed on to the customer to increase store flow. This is the essence of the VTO. It is the way the pharmacist's competitors buy. It is the way he must buy if he is to live with them.

When weighing up the pros and cons of the VTO, NPU members must bear in mind that only toiletry lines are involved in the proposals. There is no prospect of the organisation handling "ethicals" or o-t-c medicines, because resale price maintenance and the nature of the products make the buying and sales techniques inappropriate.

Two 'classes' danger

However, it will be noted that the recommendations approved by the Executive start with a promise that the pharmacist who does not go along with the VTO will not suffer in respect of NPU services. This should ensure the continued support of the Union by those operating "professional" pharmacies—and the traditionalist who spurns the support of a group may be forced increasingly along this road. Should the situation develop where two "classes" of pharmacy become familiar to the public, the effect on the profession will certainly be harmful.

There are also many questions to which the NPU membership will need answers before giving approval to the VTO. Not least of these is whether a "symbol" operation can work with some of its outlets in direct competition with each other (as NPU members are at present in certain areas). If not, on what basis would the choice of outlet be made? It must be remembered that the independent grocer has more than one symbol group with which he can ally.

But a "yes" to the VTO has to be wholehearted. Once the final commitment to proceed is made, the organisation *must* be made to work. If it should fail through the poor quality of its members' support, many manufacturers would write off the independent chemist as a worthwhile market, leaving him even worse off than present predictions would indicate.

BUSINESS Q & A

When a business (a limited company) changes ownership, (a) can the directors give substantial tax-free ex gratia payments to long-serving members of the staff, and

(b) are there any tax advantages in setting up a fund for this purpose and allocating some of the profits to it for a few years leading up to the change?

Any payment by the company to a continuing member of the staff would be liable to taxation. The reason for this is that such payments flow from the employment and are in truth remuneration for services.

There are no advantages to be gained by making provision for these payments beyond the fact of the specific retention of the funds, and, upon the assumption that they were specifically invested, the availability of the cash at the time of payment. The provision would not be allowable for tax purposes, and there is ample authority for this proposition. The payments would be allowable expenses at the time when they were made.

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Guarantees: do they really protect you?

Ewan Mitchell

Have you ever read one of those so-called "guarantees" or "warranties", attached (perhaps) to expensive photographic apparatus you sell? Or what of the "warranties" bestowed upon you by the suppliers of your adding or dictating machines, your car or the company van? The chances are that these are designed for the protection of the manufacturer, and whether as retailer or consumer, they need trouble for the chemist. Happily, exclusion clauses in these and other contracts for the sale of consumer goods are likely soon to become void by law.

Under the Sale of Goods Act, 1893, a term is implied into almost every contract for the sale of goods, in the absence of some agreement to the contrary. The contract will contain a condition, guaranteeing that the goods will be "of merchantable quality" and "reasonably suitable for the purpose supplied".

In most cases, then, if goods are defective (and hence "unmerchantable") or not suitable for doing the job for which they are sold, the customer has alternative remedies. He may either return the goods and get his money back or keep them and claim damages, to compensate him for any loss which he has suffered through the defects.

Legal antidote

This is powerful protection—so much so that manufacturers have produced an antidote to the law. On the surface, it provides rights. In practice, it generally moves them.

A customer buys a camera and asks whether it is "guaranteed". "Of course, Adam," you say. And so it is. But does the guarantee perhaps contain an "exclusion clause," saying that in the event of the goods proving defective, the customer will have to pay the cost of returning the goods to the manufacturer . . . plus the cost, perhaps, of any labour involved in rectifying the defects? Does the manufacturer agree to repair the goods, supplying any necessary parts—or to replace them—his option? And is the period of guarantee limited to (say) six, 12 or 24 months?

The Limitation Acts give a buyer the right to claim damages at any time up to six years from the date of the purchase, if he can show that the goods were or, on the balance of probabilities, must have been defective at the time of purchase. And why should the purchaser have to bear any costs involved in putting right

defects which should never have existed in the first place?

Or what of the clause in the average motor vehicle "warranty", which excludes liability for "consequential loss"? Suppose that a wheel comes off your new (or, for that matter, your second-hand) van. You are injured—or cause injury to others. The suppliers will bear neither the cost of your medical or convalescent expenses . . . nor your loss of wages . . . nor the damages for the pain and suffering which you endure—nor those incurred by innocent third parties, injured in the crash.

These exclusions might be reasonable if the customer were handed an "exclusion of liability document". But the use of the word "guarantee" or "warranty" implies protection—not any removal of rights.

A Private Member's Bill was introduced in the last session of Parliament, designed to ban these exclusion clauses. It failed even to get a second reading. But the Government has now undertaken to introduce legislation which will effectively ban most exclusion clauses, not only in "guarantees" and "warranties", but also in order forms and other contractual documents dealing with consumer purchases.

Such legislation should be welcomed in retail pharmacy. After all, if a manufacturer refuses to accept liability, the customer is unlikely to be mollified by your saying: "We supply the goods under guarantee. Your rights are against the manufacturer." The retailer must satisfy his customer or face at best a row and at worst litigation. And from his personal angle, when he is a purchaser, he needs to retain the rights given to him by Parliament, in the reign of Queen Victoria—"subject to agreement to the contrary".

Time factor

Even assuming that the proposed legislation reaches the statute book, this will take time—probably nine to 12 months. So how should the chemist handle the situation meanwhile?

First, if you get offered a "guarantee" or "warranty", do not presume that it will operate in your favour. The odds are substantially against. Read it. Then, if it purports to remove your Sale of Goods Act or other rights, you have three alternatives. First (and in my view, best in most cases): Decline to buy. Tell the dealer that you wish to rely upon your Sale of Goods Act rights—and upon his good name. If he declines to oblige, then take your custom elsewhere.

Alternatively, you could cross out of the document all those clauses which remove rights; initial the changes; photocopy the document, as amended—and ship it back to the manufacturers. With any luck, they will file it and you are one up in the legal game. Finally, you could go ahead with the deal on the manufacturers' terms—but at least you will then do so with your legal eyes open.

If you are a seller of goods with a spurious "guarantee" or "warranty" attached, what should you then do? In theory, you could pass on complaints back to the manufacturers—and in practice, if you do so, you must hope that the customer will be prepared to accept the manufacturers' verdict. If he will not and creates trouble, you must then decide: Do you go beyond the terms of the guarantee, even without the manufacturers' support and at your expense—or do you stand firm?

Either way—as buyer or seller—if a great deal of money is involved, you should consult your solicitor about the wording of the document. Remember that the law has not yet changed for the better. And when it does, it is unlikely to deal with exclusion clauses in contracts for the provision of services.

BOOKS

Mathematics and Statistics for use in the biological and pharmaceutical sciences. 2nd edition. L. Saunders and R. Fleming. *The Pharmaceutical Press*, 17 Bloomsbury Square, London WC1A 2NW. 9 x 6in. Pp 309. £3.50.

The text has been enlarged and revised for this second edition. The book is designed not only for the student but also for practitioners in pharmacy and related disciplines who may wish to brush-up their mathematical knowledge.

Many of the standard mathematical concepts and techniques are described, and in the new edition a course on computing has been added.

In the preface Professor Saunders suggests that the best way to learn the elements of programming is to study successful programmes. He has adopted that approach and describes ten programmes which were designed to solve mathematical and statistical problems.

The computer language called Fortran IV is also explained.

The Businessman's Guide to Marketing. Reginald Watts. *Business Books Ltd*, Mercury House, Waterloo Road, London SE1. 8 x 5in. Pp 106. £0.75 (Paperback).

According to the author, the book has been written to "allay the fears of the middle-aged businessman who sees the new generation of business school marketing 'whizzkids' as a threat to his position."

It is readable and bereft of much of the jargon currently associated with the subject, although Americanisms prominently feature in the chapter headings which include "selling the sizzle"; "buzz buzz go the works" and "just gimme the facts".

NPU to seek wholesalers' co-operation in VTO development

The National Pharmaceutical Union's Executive Committee has given the go-ahead to the "second phase" of its voluntary trading organisation study—and has authorised approaches to wholesalers as a preliminary to the setting up of a central marketing facility.

Mr D. N. Sharpe, a member of the committee and a director of NPU Marketing Ltd, told a meeting of the Union's Brighton branch last week that the following three recommendations had been approved.

1. That the NPU Ltd board recognises:
☐ The majority of independent retail chemists cannot in the foreseeable future obtain a desired standard of livelihood from the restricted and controlled remuneration from the ethical section of their business.

☐ That a proportion of NPU members hold strong desires to develop only the ethical section of their business. Accordingly, the existing NPU resources will continue to be deployed to safeguard and further develop their future interests. NPU Ltd will not be party to any action which directly negates such objectives for this section of NPU membership.

☐ An existing and growing number of retail chemists have need to actively develop the size of their o-t-c business in order to take advantage of increased spending power, changed shopping habits, and retail profit yield technique, in order to obtain a desired standard of income and to protect their future business investment.

2. To facilitate the needs of independent chemists wishing to actively develop the o-t-c section of their businesses, NPU Ltd sponsor active discussions and planning with a number of wholesale chemists capable and willing to form a central marketing facility in association with NPU Ltd with the intention of developing a form of voluntary group for this section of its membership.

3. Messrs Royce, Sharpe, Wright and Trotman to be authorised to enter into negotiations with wholesale chemists with the objective of establishing such a marketing function.

O-t-c products only

Mr Sharpe stressed that the VTO would concern itself primarily with the marketing of o-t-c products—it would have nothing to do with "ethicals" or o-t-c medicines.

The background to the decisions—in fact the grounds upon which they were taken—was outlined by Mr Sharpe and Mr A. Trotman, chief executive, NPUM.

Mr Sharpe first showed why action was urgently needed to stimulate chemists' counter trade. In 1969, chemists as a whole had retail sales representing only 3.5 per cent of the total retail market,

and the independents' share represented only 2 per cent. Therefore the chemist could have little impact on the way selling was conducted and was likely "to be swept along with the tide".

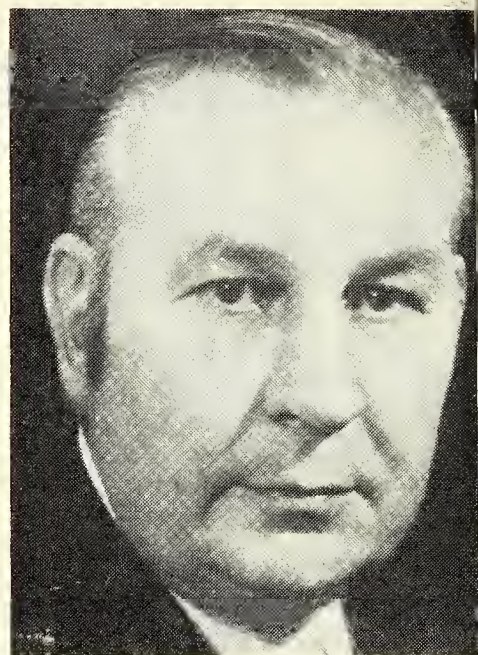
Within pharmacy, multiples held 40 per cent of total sales and 49 per cent of counter sales—yet they had only 20 per cent of the outlets. The NHS was an increasing proportion of turnover, and Mr Sharpe warned against "putting all the eggs in one Government-owned basket". Mr Sharpe used published data to show that most ways in which the pharmacist could become 100 per cent "ethical" were non-starters. However, in respect of contract limitation he was beginning to believe that there might be some progress. The Government was becoming concerned about the effect of health centres, and it was possible there would be minimal restrictions in their vicinity if there was already an adequate pharmaceutical service. But there would be no general restriction on opening.

No professional Utopia in the EEC

There were wild rumours of the Utopia that would follow entry into the Common Market. But, said Mr Sharpe, it was rubbish that pharmacists on the Continent lived in a cloud of professionalism—with increasing tourism they were introducing cosmetics, for example. The seven EEC directives affecting pharmacy (including restriction of pharmacies and the sale of medicines) would have to be debated following Britain's entry—and the fact that pharmacy was different here could not be ignored. It was idle to pretend that overnight, or even in ten years, the Government would tell Boots to close all their pharmacies. In the end, Mr Sharpe expected three main directives would emerge, dealing with equivalence of education and the free movement of qualified people and "ethical" medicines.

As a further argument against totally "professional" pharmacy the speaker showed that the "average" chemist's turnover was £29,000; £12,789 (40 per cent) of this was derived from NHS and yielded an average gross profit of £3,171. Yet the average manager's salary was £2,750.

Mr Trotman then defined the areas in which a voluntary trading organisation could help restore the independent chemist's lost ground. Nielsen figures showed that 45 per cent of the counter trade was in cosmetics and toiletries—and this was the very area in which competition had come. Looking at it from the manufacturers' point of view, there were 140,000



Mr A. Trotman

grocers and only 12,000 chemists; with housewife making more visits to the grocer than the chemist, a product could get five times more "exposures" and wider distribution.

In many product areas the chemist had not only lost his market share, he had lost actual volume—for example toilet papers and toothpaste. Nielsen had given examples of six pharmacies who had "merchandised" their toilet paper section—with prominent rather than mass displays, and with keener prices. The result showed that the chemist could make lost ground if such action was taken.

The first thing to realise, said Mr Trotman, was that the bread and butter sales came from the brand leaders. Taking toilet paper groups, it could be shown that 19 per cent of sales came from 19 per cent of the stock, whereas only 20 per cent of sales came from 35 per cent of stock among the "miscellaneous" brands. The chemist must therefore concentrate on the brand leaders if he wanted to compete and to compete he must compete on price.

It could not be assumed that other traders would limit themselves to the chemists' goods they were now selling. Spar, for example, had recently introduced a complete range of baby goods at prices about 30 per cent below those of Johnson & Maw's.

The next ten years would see more of this competition than the last, Mr Trotman predicted.

Looking at individual product groups he showed that six shampoo brands held 53 per cent of the market, three hand sprays held 44 per cent, three hand creams held 44 per cent, and five cold creams held 66 per cent of their market. The multiples concentrated on these top brands and used an "own label" brand to "rationalise out" the miscellaneous brands with small market shares.

The advantages of the own label were that they were exclusive, they helped rationalise the range, price and profit were determined by the owner, they permitted competition with the multiples, they were a constant advertisement, and they complemented the brand leaders.

Importance of price factor

Mr Trotman added that rationalisation of the product groups offered was also necessary. Within NPUM, 66 per cent of sales came from five product groups and 86 per cent from 11 groups.

Having shown that a prime need in the chemist's counter trade recovery was price competitiveness, Mr Trotman said that the first step was closer integration with wholesalers to lower the cost of distribution. This was what the chemist's competitors had done: their wholesalers were working on smaller gross margins, but that in turn demanded higher volumes. "We have fragmented our buying power", said Mr Trotman. "We buy direct too much, we buy too little through the wholesalers at any one particular time, buying in the twos, threes and fours, five, six, seven times a day. This is expensive in terms of distribution costs."

Mr Trotman said he had spent the past two or three months seeing whether some kind of voluntary grouping could be set up for chemists. He was not yet sure of the answer but thought "we are getting close to making that decision". He added: "We have made some progress with stage one and we think it's practicable and a starter; now we want to move to stage two to see how we are going to gear it."

The objectives of the voluntary group were to bring about growth—of sales, profits, market and of the people involved—and to improve distribution efficiency. The secret in retailing today is to want more sales and to go all out for the business. This is what groups will help you to do."

Mr Trotman said that the VTO normally operated by allocating an exclusive franchise, and by having terms of reference by which everybody performs, and a code of practice to prevent either wholesaler or retailer taking advantage of the other. The aims were:

- [] To exploit the combined buying-selling power of wholesaler and retailer
- [] To develop retail services—such as accountancy for VAT
- [] To coordinate and develop wholesaler and retailer resources
- [] To provide drive and direction based on central research and marketing
- [] To provide an authoritative focal point to show that "the chemist is still in business", when he can so easily become submerged by others' advertising and promotional programmes.

The setting up of a VTO involved four disciplines", said Mr Trotman. First came the corporate aims and identity. That did not mean common shop facias, but the use of a common symbol in such a way that people would associate the retailer with the organisation whenever there was a promotional campaign or advertising. Symbols were used so that the public could not have to read the name—they could recognise it.

The second discipline involved procurement, making use of the buying power of both wholesaler and retailer. Wholesalers were themselves needing to develop o-t-c business because of their even greater reliance on the NHS.

Third came promotion, and Mr Trotman asked NPU members to imagine the impact that could be created by 10,000 chemists making the same promotional offer at the same time.

The last discipline was the adherence to certain standards—of shop, of service, of merchandising, of appearance, etc.

Finally, Mr Trotman summarised the benefits of belonging to a voluntary chain thus:

- ☐ Consistently low buying prices across the whole stock range
- ☐ Reduced stock holding requirements
- ☐ Group promotion with national brands
- ☐ National advertising to identify members
- ☐ Merchandising and display advice and assistance
- ☐ Management, "attitude" and sales staff training.

During the discussion—held in torch-light because of a power cut, but none the less lively—several members viewed a reduction in the number of wholesalers with suspicion. Mr Trotman assured them there was no intention of affecting "ethicals", but if the chemist was to "sharpen up" on prices he must move to a lower cost operation. "If you want the better price you must earn the economies—by buying bigger quantities, increasing stock-turn, and increasing store traffic."

Mr Trotman said he would like to analyse the chemist's store traffic—he suspected that young people were not being "educated" to buy from their chemist.

There was a chicken and egg situation in which the wholesaler would not sell at a lower price until he got the volume, and the retailer would not give the volume until he got the price. That circle must be broken.

"The private individual, with the right backing, the right services, and the right attitude can do far better than the multiple said Mr Trotman, adding "Independent grocers in groups have a faster rate of growth than even the multiples."

Equipment

Addmaster: free trial

Direct selling has enabled Addmaster to cut the price of a basic adding machine by £13 at the same time offering better service.

The Addmaster Standard electric, already used by many retailers and small businesses in Britain now sells for only £29.50 and this price includes one year on-site servicing. If a till is added to make a simple cash register the cost is £45. More elaborate versions, such as the Combi single entry cash register are available from £60.

The customer may send for a machine on a 14-day free trial (Addmaster Corporation (UK) Ltd, 168 Church Road, Mitcham, Surrey).

Prescription data studies a priority

Processing of prescription data to pay pharmacists is recognised as a priority in a book published recently, commissioned by the Scottish Home and Health Department, on developing improved information systems during the reorganisation of the National Health Service.

The publication stresses the urgency for developing new systems, and although it deals with Scotland, "it has lessons which are applicable to other parts of the United Kingdom."

It points out that such moves would not result in decisions being taken out of the hands of those who have to make the service work, but would provide facts to quantify what is occurring.

Pharmacists, for instance, rather than having to cater for the general but undefined prescribing habits of doctors in their localities, could be supplied with a preferred drug list, following mutual agreement among doctors in the area.

The book declares that, despite 5,000 different drugs being chosen annually, 82 per cent of the 28 million prescriptions are accounted for by no more than 536 drugs.

Automated methods of pricing are long overdue, it declares, and the apparent lack of agreement on prescribing levels seem both surprising and disturbing. "Establishing basic standards of prescription quantity could have a far greater effect on the NHS drug bill than imposition of prescription charges."

To be able to carry out such operations as assessments of different forms of treatment and the monitoring and improvement of ratios of cost, the following data would be required, it states: the drug prescribed, dosage details, the date, patient identity, and doctor and pharmacist identity for each prescription. Although this data is already carried on prescriptions, it would need to be accessible to analysis.

The authors express surprise at how the Pricing Bureaux manage to process prescriptions now but say that the present methods would have to change to be able to extract relevant information.

They offer the use of embossed plastic cards and recording devices to enable information to be captured at source, as an alternative.

The doctor would record his own identity and the patient's on the prescription, using such cards, and write on the drug details. The pharmacist would record his identity and drug details for input into a computer.

The chapter on drugs concludes that the NHS must decide whether or not it wishes to capitalise on the drug information it now holds. If it does, it must set about the task of transforming the information into a usable form with the minimum of expense and effort. (*Foundations for Health Service Management*, K. E. Bodenham and F. Wellman. Published for the Nuffield Provincial Hospitals Trust by the Oxford University Press. £1.)

Management in the hospital service

A personal view

by T. C. Thomas, MPS

Some time ago the Department of Health issued a booklet on the management functions of hospital doctors, whose reception of it on the whole was derisory. One wonders why a similar booklet was not issued to the other departmental heads and managers in a hospital, as a study of the original endorses the view that each of these exercises managerial functions as described from day to day.

As a chief pharmacist and manager in a hospital, do I not exercise and practise management? And is my expertise as a manager not worthy of recognition?

This is true also of all my colleagues who are heads of departments or sectional managers; these other sections include dental, ophthalmic, nursing (the major-work force in any hospital); the technical and professional ancillary and auxiliary services; engineering and maintenance, transport and other support staffs; clerical and administrative staffs; all suffer the same experience. The Department and the doctors do not recognise these as being of hospital management calibre.

Management of the hospitals is the responsibility of Regional Hospital Boards, Hospital Management Committees, Boards of Governors (except in Scotland) and of Hospital Committees where they exist. These are statutory bodies responsible to the Secretary of State for the finance, organisation and administration of the hospitals and seconded to them from the hospitals are doctors, certain chief nursing officers and secretary or medical superintendents; the other technical and professional sections are excluded.

Management training

It is true that few, if any, heads or managers in hospitals have been trained in management, but they have learned the art by being managers. The need to be trained and educated in management is paramount in hospitals as in other spheres, and it should not be difficult to organise suitable courses for these staffs, which would give them a wider picture of hospital responsibilities and of the need to be efficient and to exercise economy in the running of their departments. Being trained together should break down the barriers which exist in the hospitals.

For far too many years doctors alone have had the responsibility of management within the hospitals; for apart from the main medical committees there are executive committees, finance and general purposes committees, planning and development committees, staff and personnel committees and so on, all manned almost entirely by doctors—often the same people. No wonder there are from

time to time protests at too many committee meetings, for many also accept secondment to committees of outside bodies. The task is not easy but they do it of their own volition; they prefer to wield this authority within their closed ranks and it is considered as of "divine right" that they should govern.

Fortunately, time and trends are not on the side of the old regime; the "shop floor" in industry and commerce, the students in universities and colleges are now demanding participation in consultation and in decision taking. The junior hospital doctors are becoming more restive at being ignored and unrecognised but despite their militancy they are still prevented from sitting at the "top table".

The NHS took over this pernicious system in 1948; there has been no lowering of professional barriers towards a more democratic way of life since then.

It has become abundantly clear for many years to other hospital staffs and to the many lay people who have become associated with our hospitals that new management concepts must be introduced to replace the existing undemocratic systems which pervade the whole hospital internal structure. A new Management Hospital Council fully representative and comprehensive must be established in all hospitals, however small, comprising the heads and managers of all departments and sections to break down all barriers and introduce new channels of communication.

Heads and managers and or their deputies of all departments and sections as of right must share the duties and responsibilities of management within the new Management Council. It will involve collective and corporate consultation and decision taking; it will demand of them fuller co-operation and maximum participation in all the activities of the hospital. Doctors should be represented by the heads or their deputies of each speciality and, in the case of teaching hospitals, academic specialities.

To democratise the hospitals completely, a new Staff Representative Association should be established to include compulsorily every member of the staff who would pay a nominal fee for membership to encourage the fullest participation in the cultural, sporting, artistic and other leisure hospital activities. From this Association elected members should be co-opted on to all the hospital committees to assist them in their deliberations and strengthen the links between management and staff. These elected representatives, unless already trained in management, should be given this education at suitable courses, so that in due time they will be ready for the role of managers and heads of departments.

Spreading the responsibilities of management over all the senior and elected junior management within the hospital would give an opportunity to widen staff participation in policy discussion, in planning, in management and in the thinking of the hospital as a unit.

This new concept and a more enlightened outlook does not displace the doctor from his rightful place in the hospital team but it does propose additional shoulders to share the burdens of management. It is my conviction that government in the hospital service can play its destined role only if it is democratised, as it is hoped the RHBs, HMCs, etc. will be. It should enable the hospital services to progress faster, retain their trained staffs longer, afford better career and promotion prospects, to the benefit of the patients.

LETTERS

Postgraduate study

There is a growing mass of evidence that the Irish Pharmacist is beginning to realise the absolute necessity for updating his knowledge of the drugs he is handling, their mode of action on the human body, their manufacturing procedures and control, and their clinical application.

So keen are those in the Counties of Cork, Kerry, Limerick and South Tipperary to acquire this knowledge that of the fifty-odd pharmacists who are taking the Postgraduate course in Cork, many are glad to travel upwards of 70 miles each way. The course, which deals with physiology and pharmacology, commenced on November 9 last and will continue until April 13. The final Seminar will be addressed by medical specialists in the fields of endocrinology, cardiology, etc.

Another course, dealing with the same subjects, is running in the town of Navan, and is being attended by pharmacists from the counties of Cavan, Monaghan, Louth, Westmeath and Meath. Similar courses are being planned in the South-eastern and Western regions.

Further developments in the near future are lectures on the subject of Drug Abuse Counsel, to be delivered in various centres throughout the country. Lectures and demonstrations in sterilisation and aseptic techniques are also envisaged and, in a recent survey, a very great demand was shown to exist for instruction in veterinary pharmacy. This is being examined.

Many pharmacists feel the need of the necessary "know-how" and facilities for the carrying out of certain biological tests, which they feel is their legitimate role, and it is the hope of the Postgraduate Education Committee that the outcome of present negotiations will be that demonstrations in this field will be made available to them shortly.

D. W. P. Boyd,
Director, Postgraduate Education
Committee,
Pharmaceutical Society of Ireland

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OPEN SHOP

by E. C.
Tanner

Here we go again . . .

A new inconsistency has appeared in the published writings of Mr D. H. Maddock. His thesis on "Health Centres in Pharmacy" last year (*C&D*, March 27, 1971) revealed that he had managed to achieve a complete revolution in thought in only 12 short months.

In April 1970 he was in print in *C&D* stating that pharmacies should be sited in health centres, and that the less fortunate shops left in the community should be turned into drug stores. In April 1971 he was adopting the line of the Society in advocating the establishment of consortium pharmacies to maintain existing pharmacies in the community within a planned service.

This column pointed out the inconsistency in thought, and one would have assumed that perhaps Mr Maddock had learned a lesson. But no. In a recent letter to *C&D* (January 8) Mr Maddock suggests "that the Government be approached to set up a fund to help pharmacies in distress due to the reorganisation of the Health Service." Reference to his article "Health Centres and Pharmacy" will show that in relation to a suggestion of an initial practice allowance—by Mr Howells,

past president of the Society—Mr Maddock stated that "it is difficult to marry this concept with a free commercial enterprise."

If it was difficult last year to marry an initial practice allowance to a free commercial enterprise, why should it be easy this year to marry a "terminal practice allowance" to a free commercial enterprise?

Why, Mr Maddock, why?

Retirement plan

An article in *Drug and Therapeutics Bulletin* drew attention to the need for specific advice on whether medicines should be taken before or after meals. The Consumer Association also declared: "Doctors and pharmacists are paying too little attention to the time at which patients take drugs." As is not unusual, both these sources have recognised a symptom and missed the primary disease. Directions as to when one should take a medicine vanished when the medical profession decided that it was too much trouble to write even basic directions for their patients, and this has been accentuated now that most repeat prescriptions are written by receptionists. Much as I would agree on the need for instruction as to whether a medicine should be taken before, between, or after meals, this is a refinement compared to how many times a day the medicine should be taken.

Sir Derrick Dunlop carried on a great campaign for automatic labelling of medicines, invoking the help of literally any organisation to achieve his end. Now that he has retired from the chairmanship of

the Medicines Commission, perhaps might find time to complete his job, a campaign, equally vigorously, to make doctors write instructions clearly for their patients. After all, Sir Derrick used to make great play of the fact that it was the interests of the patient to have the name of the drug on the label. It could be argued that even more important from the patients' viewpoint is that complete instructions should appear there. But Sir Derrick's target this time would be the medical profession. Perhaps he has a relish for that.

Taken to task

I am grateful to Mr Beckett for his letter in *C&D*, February 12. I agree we should judge those who will be standing on merit, not literary ability—although I would give preference to a candidate who was literate.

The point I was making was that perhaps it is in the interests of the candidates, and certainly in the interests of the pharmacy, if those who had decided to offer themselves as candidates had taken part in the correspondence column throughout the year, in this journal, in a genuine debate on the great issues that confront pharmacy. This would afford to the ordinary electorate, a greater chance of assessing their merits, than the sudden rush of letters at this time, all offering immediate solutions to problems which are not capable of easy solution.

These facile appeals to the self-interest of the electorate do not credit the electorate with much common sense, and, I would have thought, do little to enhance the chances of prospective candidates.

Important Announcement

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MARKET NEWS

pain renews olive oil export licences

London, March 1: After a prohibition by Spain on exports of olive oil which lasted about three weeks, licences are again available, but the price of the oil has risen by about £30 ton.

The weaker trend in several crude drugs is continued although there were exceptions. Lower in price were balsam Peru (by £0.05lb), dandelion, gentian and Nigerian ginger (by £10 metric ton). Quilliaia was nominal in both positions. Hydrastis was up by £0.10lb since the price was published previously.

Because last week's issue had to go to press earlier than usual the Market Report is omitted. Changes that occurred during that week included a fall of £10 metric ton in Curaçao aloes and £0.05lb in cherry bark.

Indian celery seed prices declined but are expected to firm up on reports of shortages at origin of the new crop. One of the main collecting centres, Amritsar, is heavily involved in the war between India and West Pakistan and the crop of celery is expected to be affected.

In essential oils citronella was said to be becoming scarce, spot was difficult and payment rates are steadily firming. Forward lemongrass, Chinese peppermint and Madagascar clove leaf were dearer. Lower were petitgrain (by £0.10kg), Bourbon geranium (£0.50) and spot Brazilian peppermint (£0.10).

Pharmaceutical chemicals

50-kg lots £9 kg.
Inacrine hydrochloride: £33.50 kg.
Mouth salts: £ per kg.

	12½-kg	50-kg	250-kg
Carbonate	4.68	4.50	4.45
Acetylate	4.00	3.80	—
Gallate	4.30	4.10	—
Nitrate	4.25	4.05	4.00

Polin: BP £66 per 1,000-kg in 25-kg sacks.
Magnesium carbonate: Heavy £192, light £184 metric ton.
Magnesium hydroxide: BPC £560 metric ton.
Magnesium oxide: BP (per metric ton); light £80; heavy £890.
Magnesium peroxide: (15 per cent) £21.93½ cwt.
Magnesium sulphate: BP from £42 metric ton to £75-£80 ton, ex works.
Magnesium trisilicate: £470 metric ton.
Mercury salts: Per kg in 50-kg lots: ammoniated iodide £4.25; oxides—yellow £5 and red £5.20; chloride £3.60; subchloride £4.55. Iodide £5.05 for 25-kg.
Thyl salicylate: Per metric ton in 5-ton lots £5; 1-ton £430, 500-kg £435.

Crude drugs

Peppermint (metric ton) Cape primes £230 spot; £215 Curacao £790 spot; £750 cif.
Sassafras (lb) Canada: £1.80 spot; shipment £1.75.
Copaiba: BPC £0.50; Para £0.40. Peru: £1.15 10, cif. Totu: BP £0.70.
Cherry bark: spot £0.20 lb; £0.17, cif.
Gillies: Zanzibar £575 ton spot.
Cinnamon: Seychelles bark £295 ton, cif. Ceylon sticks four O's £604.80, quillings £324.80.
Gamboges: Madagascar £1,450 metric ton, cif.
Chineal: Tenerife black-brilliant £6.25 kg spot; Arabian silver grey £5.20, cif.
Cilliana: Spot £0.35 lb.
Locynth pulp: £600 metric ton.
Gentian: Root £440 per metric ton spot; £420, cif.

Ginger: (ton) Cochin £205, cif. Jamaican No. 3 £1,050 spot. Nigerian split £170, cif; peeled £300 spot, £255, cif.
Gums: **Acacia**: Kordofan cleaned sorts £295 metric ton spot; £265 cif. **Karaya**: No. 2 faq £23 cwt spot. **Tragacanth**: No. 1 spot £270, No. 2 £230. **Hydrastis**: £1.85 lb spot; £1.80, cif.
Ipecacuanha: (Per lb) Matto Grosso £2.80 spot; £2.65, cif. Costa Rican £2.40 spot; £2.30, cif. **Jalap**: Mexican 15%, resin £855 metric ton, cif. **Kola nuts**: West African halves £90 metric ton spot; shipment £75, cif.
Lanolin: Anhydrous BP minimum 1,000 kg £317 £415 per metric ton; cosmetic grade £430.
Lemon peel: Spot £225 metric ton; £195, cif.
Menthol: (kg) Chinese spot £6; shipment £5.95, cif. Brazilian spot £4.65; March-April £4.40, cif. **Pepper**: (ton) Spot Sarawak black £380; white £480.
Quilliaia: Nominal.
Seeds: (ton) **Anise**: China star £175, spot; shipment £125, cif. **Caraway**: Dutch ex wharf £390. **Celery**: Indian £360; shipment £285, cif. **Coriander**: Moroccan £77, cif. **Cumin**: Indian £235, cif. **Dill**: Indian £130, cif. **Fennel**: Indian £165, cif. **Chinese** £120, cif. **Fenugreek**: Moroccan for shipment £120, cif. **Mustard**: £60, £120 spot.
Turmeric: Madras finger £160 ton; £135, cif.
Waxes: (ton) **Bees'** Dar-es-Salaam nominal; Australian £620, cif. **Candelilla**: £570 spot; £540 cif. **Carnauba**: fatty-orey £375, £345, cif prime yellow £725 spot; £685, cif.

Essential and expressed oils

Almond: Drum lots £0.60 kg.
Amber: Rectified spot £0.33 kg.
Anise: Chinese £1.40 kg spot; £1.30 cif.
Bay: £5.95 spot, shipment £5.85, cif.
Bergamot: £9.35-£11.55 kg as to grade.
Birch tar: Rectified £2.35 kg.
Bois de rose: Brazilian £1.70 kg spot; £1.60, cif.
Buchu: English distilled, £255 kg.
Cade: Spanish £0.42 kg.
Cajuput: £1.20 kg on spot.
Camphor white: Spot £0.36; £0.30 kg cif.
Cananga: Java £5 kg, cif.
Caraway: Dutch £6.50 kg; English £18 kg.
Cardamom: English distilled £45 kg; Indian £46.50.
Cassia: Chinese 90 per cent, 85 per cent £2.05; £2.20 kg, spot.
Celery: English £27 kg; Indian £19.
Cinnamon: Ceylon leaf £1.30 spot, £1.24 cif. Seychelles leaf rectified £2.75; bark, English distilled £88. Chinese £1.10 spot; £0.95, cif.
Citronella: Ceylon spot £0.95 kg; £0.89, cif. Chinese; £0.93, cif.
Clove: Madagascar leaf £1.16 kg; £1.11, cif. English distilled bud £17.60.
Cod-liver: BP in 45-gal lots £31.50 naked.
Coriander: £9.35 kg spot.
Cubeb: English, £13 kg.
Dill: £5.75 kg spot.
Eucalyptus: Chinese 80-85 per cent £0.66 kg in bond £0.59, cif.
Fennel: Spanish sweet £2.09 kg.
Geranium: (kg) Bourbon £17.50 kg; Congo £14, cif; Egyptian £16, cif.
Ginger: English distilled £39 kg; Indian £22.50.
Juniper: Berry £3.08 kg; wood £0.55.
Lavandin: £2.76 kg spot.
Lavender: French from £4.40 kg.
Lavender spike: In 1-metric ton lots £2.90 kg.
Lemon: Sicilian £3.66 kg as to quality.
Lemongrass: £2.20 kg spot; £2.15, cif.
Lime: West Indian £7.70 kg spot; £7.15, cif.
Mandarin: £5 kg.
Nutmeg: East Indian £4.95 kg. English distilled from West Indian £12.75; from E Indian £13.15.
Olive: £330-£338 metric ton, fob, Spain, spot £390 long ton, duty paid ex wharf.
Oranoe: Sweet £0.54 kg spot; bitter from £3.15.
Palmarosa: £7.50 kg spot, £6.50, cif.
Patchouli: Spot £3.86-£4 kg.
Pennyroyal: £2.50-£2.70 kg to arrive.
Pepper: English distilled ex black £32.50 kg.
Peppermint: (Per kg) Arvensis Chinese £2.30 spot; £2.25, cif; Brazilian £1.75 spot; March-April £1.62½, cif; April-May £1.58. American piperata from £3.85.
Petitgrain: £2.80 kg spot; £2.65, cif.
Pine: (kg) Abietis £3.75, pumilionis £6; sylvestris £1.62.
Rosemary: Spanish £1.55 kg.
Sage: Spanish £1.85 kg spot.
Sandalwood: Mysore spot £13.50. East Indian for shipment £13.40 kg, cif.
Spearmint: American £5 kg, cif; Chinese spot £3.45 kg; shipment £3.30 cif.

COMING EVENTS

Monday, March 6

Doncaster Branch, Pharmaceutical Society, Doncaster Acorn hotel, Bennethorpe, at 8pm. "Drug abuse".

Wednesday, March 8

Bournemouth Branch, Pharmaceutical Society, Medical Centre, Royal Victoria Hospital, Boscombe at 1.15pm. Mrs M. B. Redfern on "Diet and caries in young children".

Chiltern Region, Pharmaceutical Society, Department of Pharmacy, Chelsea College, University of London, Manresa Road, London SW3, at 7.30pm. Course.

Leeds Branch, National Pharmaceutical Union, Parkway hotel, Leeds, at 8pm. Annual dinner and dance.

London Branch, National Association of Women Pharmacists, 19 Great College Street, London SW1, at 8pm. Annual meeting and wine and cheese party.

North Eastern Division 1, NPU Group, Three Tuns hotel, Durham, at 7.15pm. Mr G. David on "Our Contract" and Mr. G. Urwin on "Is the NPU an ostrich?"

West Metropolitan Branch, Pharmaceutical Society, Great Western hotel, Paddington Station, London W2, at 7.45pm. Mr W. M. Darling (President of the Society) on "Pharmacy today".

Thursday, March 9

Anglia Region, Pharmaceutical Society (in association with School of Pharmacy, University of London), Postgraduate Medical Centre, Colchester, at 8pm. Refresher course: "The Medicines Act and Misuse of Drugs Act. How it affects the pharmacist."

Bedfordshire Branch, Pharmaceutical Society, Angel's Reply hotel, Hitchin, at 8pm. Annual dinner and dance.

Bournemouth Branch, Pharmaceutical Society, Postgraduate Medical Centre, Royal Victoria Hospital, Boscombe, at 8pm. Refresher course: "Treatment of ailments arising from disorders of normal bodily function."

East Metropolitan Branch, Pharmaceutical Society, and Guild of Public Pharmacists, Wellcome Building, Euston Road, London, NW1 at 7.30pm. Gillian C. Hanson on "Hyperbaric oxygenation."

Epsom Branch, Pharmaceutical Society, Bourne Hall, Ewell, at 8pm. Detective-Sgt G. Day on "Current drug problems."

Glasgow Branch, Pharmaceutical Society, University of Strathclyde, Glasgow C1, at 7.45pm. Film evening.

Joint Pharmaceutical Analysis Group, Pharmaceutical Society, 17 Bloomsbury Square, London WC1, at 2.30pm. Mr S. F. Hall (Pharmaceutical Assessor, Committee on Safety of Medicines) and Mr F. Farrell (ICI) on "New Drug Applications: How much and how far?"

Leeds Branch, Pharmaceutical Society, Great Northern hotel, at 8pm. Dr F. Wrigley on "On and off and on again."

Sherwood Region, Pharmaceutical Society, Department of pharmacy, University of Nottingham at 2.30pm. Refresher course.

Sunday, March 12

South Wales Area, NPU Group, The Park Hotel, Cardiff at 3pm. Mr D. N. Sharpe and Mr A. G. Trotman on "A voluntary trading organisation."

Advance information

Fifth European Symposium on Epilepsy, Bloomsbury Centre hotel, London WC1, July 17-19. Details from the symposium secretariat, Kurt Fleischmann and Associates, 136 Regent Street, London W1.

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Member Audit Bureau
of Circulations**A Benn Group Journal**

Plenty of space in the dispensary is a feature of this newly-styled pharmacy in Walton-on-Thames. This and other developments in shopfitting are examined in a Special Section beginning on page 349



Slim Disks days are here again...

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Woman, Woman's Own, Woman's Weekly, Woman's Realm, Woman and Home, News of the World, Sunday People, Sunday Mirror, Reader's Digest.

It all adds up to 80% coverage of all UK women—including your customers.

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E. C. De Witt & Co. Ltd., Seymour Road, Leyton,
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'NP' labelling: the scheme in detail

Arrangements for automatic "NP" labelling of NHS prescriptions, due to come into force on April 1, have been circulated in Scotland. Similar details for England and Wales are expected next week.

The arrangements implement the agreement between the Councils of the British Medical Association and the Pharmaceutical Society and accepted by the British Dental Association on a new convention for labelling dispensed medicines.

The terms are as follows:

□ Prescription forms used in the NHS will have the letters "NP" printed in a box in the top right hand corner of the prescribing area.

□ Subject to conditions set out below, the name of the preparation prescribed will be included on the label unless the prescriber deletes the letters "NP".

□ The strength will also be stated on the label in the case of tablets, capsules and similar preparations which are available in different strengths.

□ If it is the wish of the prescriber that a description of the preparation such as "The Sedative Tablets" should appear on the label, he should include the desired description in the directions for use on the prescription.

□ The arrangement will extend to approved names, proprietary names or BP, BPC, or BNF titles. If a prescribed preparation is written so that several ingredients are given, the arrangement will not apply.

□ The name written on the label will be that used by the prescriber on the prescription.

□ If more than one prescription is written on a prescription form, and the prescriber does not delete the printed letters "NP", each dispensed item will be labelled with the name of the preparation. If the prescriber does not wish all the items prescribed on a form to be so labelled he should delete the printed letters "NP" and write the letters "NP" against those items which he wishes to have named on the label.

□ In the case of private prescriptions, when the letters "NP" are not printed on the prescription form, the prescriber should write the letters "NP" against those items which he wishes to have named.

□ If any question is raised by a patient when the name of a prescribed medicine does not appear on the label, the patient will be referred by the pharmacist to the prescriber.

"The labelling of containers has always been regarded as a matter of professional practice resting between the professions concerned and the substitution of a printed instruction to the chemist for a written one does not bring the matter within the National Health Service terms of service of doctors, dentists and chemists," says a Scottish Home and Health Department memorandum.

Revised forms are to be used for all prescriptions issued in Great Britain on or after April 1. "This choice of date took account of the time required to print the revised forms and on the desirability of avoiding implementation during a period of heavy pressure in surgeries and chemists' shops."

Chemists are asked to apply the present convention to any prescriptions received after March 31 on forms which do not bear a printed "NP" box, ie, they should identify the medicine dispensed only if the prescriber has endorsed the prescription "NP".

No UK move yet on imipramine

A further statement on imipramine is expected from the Department of Health after the Committee on Safety of Medicines have discussed a report from Australia suggesting that the drug has teratogenic properties. The committee is to meet later this month.

Last week the Department said: "Imipramine is a valuable and widely-used drug." Only one report of limb abnormality in an infant, linked with the use of the drug, had been received in the past eight years by the Committee.

"Abnormalities of this kind can occur spontaneously; since many women are treated with



The pharmacy in the Barking High Street supermarket of Key Markets Ltd (described in C&D, March 20, 1971) has been closed. A spokesman said the space will be used for other merchandise; it was not producing the required returns per footage. There was always a possibility of opening a pharmacy in another branch given the space and the right area, he said

drugs during pregnancy, it follows that a small number of chance associations between drugs and congenital abnormalities will be reported."

The situation has arisen because of an article by Dr William McBride, an Australian gynaecologist, who is of the opinion that imipramine is the cause of limb deformities if taken in early pregnancy. He was the first to report on the deforming affects of thalidomide in 1962.

Following his claim, telegrams were sent to Australia's 18,000 doctors by the Director General of Health there advising them not to prescribe the anti-depressant to women of child-bearing age.

Geigy Pharmaceuticals told C&D that it was company policy to warn against the use of their product Tofranil during early pregnancy. 2.6 million people had been treated with the product since it was first marketed and they certainly were not aware of there being more than the normal incidence of infant abnormalities from women taking the drug.

Evidence sought on Glaxo bids

The Monopolies Commission, which is investigating the proposed acquisition of Glaxo Group Ltd by either the Boots Co Ltd or Beecham Group Ltd, is seeking comments or evidence on the proposals from "interested parties."

Evidence should be addressed to the Commission's secretary at New Court, 48 Carey Street, London WC2A 2JT.

Firearms case for Statutory Committee

When the Pharmaceutical Society's Statutory Committee meets on March 28-29, it will have before it information that "a member of the Society has been convicted of conspiracy with other persons unlawfully to procure the supply of fire arms, ammunition and prohibited weapons to persons not authorised to possess same under the provisions of the Fire Arms Act 1968 and convicted of other offences under the Fire Arms Act 1968".

The Committee will also inquire into four other cases and resume an inquiry previously adjourned.

Illicit LSD laboratories

The Home Secretary was asked in the Commons this week how many illicit laboratories producing LSD had been discovered by the authorities in the Metropolitan Police area; and if he would call for reports from Chief Constables as to the number of illicit laboratories producing LSD which had been discovered by the authorities in the provinces.

Mr Richard Sharples, Home Office Minister of State, replied: "Three have been found in the Metropolitan Police District and one in Kent." He also stated that about 20 different forms of LSD known to the authorities had been found in the West country.

National search for suspect IV fluid bottles

A joint appeal by the Department of Health and Evans Medical Ltd went out on Monday not to use bottles from a batch (number D1192/C) of 5 per cent intravenous dextrose. Hospitals, doctors and pharmacists were asked to check their stocks and return any bottles from the batch. These will be analysed by the Government Chemist.

The move followed the discovery that the batch was possibly contaminated — one report suggests with a Gram negative bacillus.

Five patients at Devonport Hospital, Plymouth, died recently. All had been given intravenous injections of the solution.

On Tuesday the Department stated that the batch consisted of 510 bottles—not 660 as previously estimated.

They are believed to have been distributed through a wholesaler in Paignton, Devon, to hospitals in the south-west, in May last year. At the time of going to press 263 had been accounted for.

The batch was manufactured in April 1971 and carried an expiry date of April 1973.

Following a statement in the House of Commons by Sir Keith Joseph, Secretary for Social Services, Dame Joan Vickers recalled that in 1966 Evans Medical had to recall 150,000 bottles of a fluid. Sir Keith replied that since then Evans had been involved in no other incident until now, and a considerable tightening up of precautions was made after the 1966 episode. "The likely cause of the 1966 contamination was the faulty sealing of a bottle. More rigid specifications, including the provision of a metal sealing ring, had then been laid down.

Mr Peter Emery stated "Obviously the quality control has failed here". When fatalities resulted action should be taken by the Department to ensure that it could not happen again—"Yet this is the second time that this has happened with the same firm in a matter of seven years". Sir Keith replied: The Department cannot possibly monitor every process of every product but it does exercise vigorously the sensible monitoring which a client should use". He stressed that a new factor was the Medicines Commission.

□ As we were going to press we learned that Government inspectors had stated that in their opinion the contamination of the fluid was due to the faulty operation of an autoclave at Evans Medical. Pending the results of further enquiries the Secretary of State for Health has placed an embargo on all infusion or lavage solutions made by the company, except where local bacteriological examination of the contents has proved satisfactory.

Concern over paracetamol

Details of a recent fatality involving an overdose of paracetamol are to be brought to the notice of the Medicines Commission, Mr Michael Alison, Under Secretary of State at the Department of Health, said in the Commons on March 1.

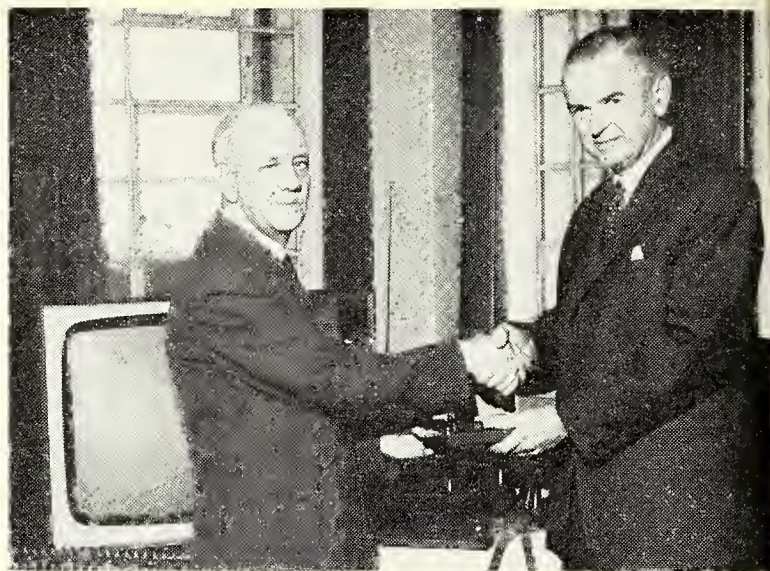
Asked by Mr John Golding (Labour, Newcastle-under-Lyme) whether action would be taken to reduce the risk of death from paracetamol, Mr Alison said that the Commission is at present considering what restrictions should be placed on the retail sale of medicines, including paracetamol.

Drug curb asked for in Bristol

A Bristol doctor has estimated that tablets containing amphetamine are still being prescribed at a rate of a quarter of a million a year within the Bristol Executive Council area.

Writing in the *British Medical Journal* Dr C. J. Burns-Cox refers to the Local Medical Committee's request to cut amphetamine prescribing, made in 1970, and says that the quantity, "allowing for their use in narcolepsy and hyperkinesia, is a lot, even for a population of half a million."

Local pharmacists co-operated to produce the estimate and commented that there had



Mr Harry Wilkinson retired on February 29 from British Coal's Liver Oils (Hull & Grimsby) Ltd after 37 years' service with the company. In the picture he is seen during a presentation of farewell gifts with Mr G. E. Tunnicliffe (right), the company's managing director

been a reduction in prescriptions for amphetamines.

The doctor concludes, "while the quantity has fallen, it might be time for a further attempt to discourage most strongly the use of amphetamines both in Bristol and probably throughout the country."

Request for help from pharmacists

All registered pharmacies are to receive a copy of a letter from the Committee on Safety of Medicines introducing a new type of "yellow card" to be used by doctors when reporting adverse drug reactions to the Committee.

In a covering note the secretary of the Committee explains that the information is being sent not only to doctors but also to pharmacists and dentists.

It states: "If an opportunity for you to encourage the reporting of a suspected adverse reaction to a medicinal product should arise, or to assist a doctor or dentist in any way to make such a report, your help would be most welcome."

New chairman for DITB

The new chairman of the Distributive Industry Training Board is to be Mr John Christie-Miller, director of Associated British Hat Manufacturers Ltd, and chairman of Swain & Co Ltd, printers and proprietors of the *Stockport Advertiser* series of weekly newspapers.

Mr Christie-Miller succeeded the late Mr George Spence who died in August 1971.

Future hopes for the NPU

Mr Harold Cowen, financial adviser to the NPU Group for over ten years has retired.

At a dinner to mark the occasion Mr Cowen said he viewed with abhorrence the spread of the supermarket and impersonal trading, but he had seen the shrinkage in pharmacists' share of the total market and believed that a long cool analytical look, rather than the taking of emotional attitudes, was what was needed to provide a viable answer to survival. For the future he could see the Group's commercial activities needing to "burst out" of the constitutional confines of a trade association.

Response to drug campaign

A "Don't hoard medicines" campaign conducted in Glamorgan and Cardiff produced a response in 81 per cent of householders interviewed in a survey carried out to assess the campaign's success.

Of those 34 per cent admitted to having hoarded old medicines; 28 per cent said they had destroyed them in their homes; 2 per cent took them to pharmacies and 4 per cent did nothing about them.

The campaign, in which pharmacies were chosen as collecting points, yielded a total of 2,903lb of tablets. It encompassed a population of 1,259,200.

Dr Wrigley stands down from Council

Dr Fred Wrigley, who was co-opted to the Pharmaceutical Society's Council in 1970 following the resignation of Mr. J. E. Millward, has decided not to stand in this year's election.

The list of candidates, released by the Society last week, has only 15 names compared with 20 in 1971. It is:

J. Aldington, London
H. Beckett, Bromley, Kent
S. Benjamin, London
C. Bloomfield, Portsmouth
J. Gordon, Leeds
J. Howells, Bexleyheath, Kent
A. Hughes, Colwyn Bay
C. B. Jones, Brentwood, Essex
A. Lucas-Smith, Langley, Bucks

H. Maddock, Cardiff
H. P. Robinson, Mansfield, Notts

N. Sharpe, London
C. B. Stevens, Congleton, Cheshire

G. Worby, Woodford Green, Essex

W. Youings, Castle Cary, Somerset

The following are candidates for the election of auditors:
H. Briggs, Slinfold, Sussex;
C. Hanbury, Ware, Hertfordshire; Sir Harry Jephcott, Bt, Ascote, Middlesex; L. G. Matthews, London; F. J. Reynolds, Birmingham; A. G. Shaw, St Albans, Hertfordshire.
Dr H. Treves-Brown does not seek re-election.

1972 narcotics requirements

Included in the Estimated World Requirements of Narcotics in 1972, published by the International Narcotics Control Board, are the following estimates for the United Kingdom and Ireland. The quantities are in kilos except where otherwise stated.

Cannabis 50; cocaine 122; codeine 15,280;

Dextromoramide 26; diethylthiambutene 11; dihydrocodeine 1,008; diphenoxylate 250.5; dipipanone 80;

Ethylmorphine 306; etorphine 120g; etorphine 3-methyl ether 550g; fentanyl 50g;

Heroin 85; hydrocodone 462; hydromorphone 100g; levorphanol 1.2;

Methadone 60; methadone-intermediate 150; morphine 5,462; opium 263,500; oxycodone 8;

Pethidine 1,000; pethidine-intermediate A 4,003; pethidine-intermediate B 100g; pethidine-intermediate C 100; phenazocine 5.5; phenoperidine 400g; pholcodine 1,340;

Thebacon 10g; thebaine 1,006.

For Ireland the estimated requirements are: Cannabis 100g; cannabis resin 100g; cocaine 2.75; codeine 751.5;

Dextromoramide 3; diethylthiambutene 120g; dihydrocodeine 100g; diphenoxylate 50g; dipipanone 2;

Ethylmorphine 350g; etorphine 50g; fentanyl 7g; heroin 100g; hydrocodone 100g; hydromorphone 50g;

Levorphanol 40g; methadone 2.5; morphine 10; normethadone 2; opium 42.5; oxycodone 300g; pethidine 70; phenazocine 25g; phenoperidine 30g; pholcodine 25; thebaine 25.

Coupons: new record set

Coupon redemptions in Britain could reach a record level of 250 million in 1972 according to Nielsen Clearing House, the coupon clearing division of A. C. Nielsen Co Ltd. This compares with estimated coupon volumes of 200 million in 1970 and 55 million in 1965.

A study of 141 manufacturers using couponing, undertaken recently by Nielsen Clearing House, revealed that the average handling allowance made by manufacturers to retailers is 18.4p per 100 coupons, with a range from 12.5p to over 25p. Almost one in five manufacturers offer retailers an allowance of 17.5p.

The study also revealed that the average face value of coupons in January 1972 was 3.2p, an increase of almost 1p compared with 1971.

Advice on choice of diluents

When it is necessary to reduce the strength of an ointment or cream, prescribers may be willing to follow the practice adopted by some doctors of leaving the choice of diluent to the pharmacist who dispenses the prescription, states an article in last month's *BMA News*.

It points out that the Pharmaceutical Society has recently drawn attention to the choice of diluents and reminds doctors that advice is given on the subject in the British National Formulary.

COMPANY NEWS

Gala sales up £2 million

Gala Cosmetic Group Ltd had sales of £10.12m in 1971 (against £8.10m in 1970). Group profit, before tax, was £930,000 (£532,000) and after tax, £621,000 (£407,000). Recommended Ordinary dividend for the year is 13 per cent against 10.8 per cent in 1970.

Group sales and profit include the Nivea business for a full year in 1971, but do not include the Nivea profit before tax for the period January 1-June 20, 1970, amounting to £176,000.

Mr S. H. Picker has waived part of his rights to the dividend proposed on the Ordinary shares.

The board reports continuing progress despite the fuel crisis.

Hestair to sell property

Sales of property and other assets by Hestair Ltd which would improve net current assets from £600,000 as at November 1, 1971, to some £1.7m have been disclosed by chairman, Mr David Hargreaves. He also told the annual meeting on March 1 that, although too early to forecast current year profits, early indications from Johnsons-HPL Ltd effectively acquired six weeks ago, were encouraging, and the rest of the group had had a satisfactory first quarter.

Contracts had been exchanged for the sale of the Hendon Way site of Johnsons of Hendon for £1.15m, although the site was being retained for the time being.

A & W sales down but profit up

Despite serious cost inflation poorer figures from Newfoundland and somewhat lower sales volume, Albright & Wilson Ltd's operating profit in 1971 improved by £450,000 after deducting Midlands Silicones, since sold, from the 1970 figure). This was achieved by stringent control of expenditure

and by higher selling price", say the directors.

An improvement from £1,009,000 to £1,667,000 in profit attributable to Ordinary holders reflects additionally, the benefit from the short-term investment of the Tenneco loan.

Negotiations are proceeding for the sale of all the company's interests in Belledune Fertiliser and full provision has been made out of reserves in 1971 for an estimated loss on disposal of £3.25m.

Group sales totalled £123.9m in 1971 against £128.9m in 1970. Total dividend recommended for the year is 4 per cent.

Changes at Purfinol

Following the regrouping of Petrofina's activities in mineral white oils, petrochemicals and plastics, chemical fats and associated products, Purfinol Ltd founded in 1915, has changed its name to Fina Chemicals Ltd.

Mr J. E. F. Downing, managing director of Purfinol since 1959, has been appointed to the board of another company in the Petrofina Group, and his place has been taken by Mr J. W. Middlemas, formerly of Petrofina (UK) Ltd. The sales of white oils and associated products will be handled by the Purfinol division of the company, with Mr S. B. Dallimer as the director responsible.

Mr D. W. White, formerly of Petrofina (U.K.) Ltd, has been appointed to the board as director in charge of the petrochemicals and technical services division.

Upjohn's record sales in 1971

The Upjohn Co achieved record sales and earnings in 1971.

Consolidated net earnings in 1971 increased by 5.6 per cent to \$39.79m over 1970. Net sales were \$438.39m, a gain of 10.2 per cent. Net earnings for 1971 included a previously announced after-tax gain of seven cents per share from the sale of the Asgrow Seed unit's headquarters in Connecticut.

Warner-Lambert's successful year

Warner-Lambert Co's sales for 1971 increased by 7 per cent to \$1,346.05m. Pre-tax earnings were \$195.94m compared with \$183.98m in 1970. After tax, earnings were \$108.09m

Continued on page 329

MITCHUM
IS NEWS!

Mitchum Esotérica

Bonus offer

14 to the dozen offer closes March 31st. 1972



Mitchum Esotérica. Age spots just fade away.

Original Esotérica } R.S.P. £1.68 each.
Facial Esotérica }

Fortified Esotérica R.S.P. £2.34 each.

Special Esotérica with Dermalite
for specially sensitive skins
R.S.P. £2.40 each.
Contains: Dermalite,
Mitchum-Thayer's trademark
for Stabilized Hydroquinone.

Massive advertising in
the National Press
and Women's Magazines:

SUNDAY EXPRESS,
SUNDAY TIMES, RADIO TIMES,
DAILY MAIL, DAILY TELEGRAPH,
WOMAN'S WEEKLY, MY WEEKLY,
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There are big sales to be
made so cash-in on this
bonus offer now. Available
through your usual whole-
saler or direct from Interfran
Product Management Ltd.,
Sunley House, Croydon
CR9 2DB. Tel: 01-686 7345.

A
MITCHUM-THAYER
PRODUCT

Continued from page 327

98-33m). Each of the company's profit centre groups increased their sales in 1971, sales growth in the professional products exceeding that of the corporate average.

In brief

Miss C. D. Robertson Muir, FRS, 64 High Street, Lochee, Dundee, has announced closure of the prescription side of her business although it is intended to continue meantime with the sale of pharmaceutical products, cosmetics and toiletries. The business will close eventually; Dundee Corporation has imposed a compulsory purchase order to make way for redevelopment.

Valor Co Ltd has sold the health products section of Valor Concrete Ltd to Helitron Ltd, a company in which Mr Michael Howorth, former managing director of Valor Concrete is the principal shareholder. As part of the purchase consideration, Valor will receive 10 per cent interest in Helitron Ltd and a modest goodwill payment based on Helitron's turnover during the next three years.

Employ Ltd: Mr L. Stuchbery, chairman, in his annual report, states that sales increased by 15.5 per cent in the year ended March 31 over the previous year to a record £11,266,000. After taking inflation into account the increase was 11.75 per cent. A new factory at Wrexham was nearing completion. This would replace existing premises there which made Lundia shelving.

Travenol Laboratories Ltd is the new title of Baxter Laboratories Ltd, from March 1. The company is part of an international organisation and the change will bring it into line with other Travenol companies around the world. The name Baxter will be retained as a division of the company, as will Fenwal, Hyland, Artificial Organs and Wallerstein.

International Chemical & Nuclear Corporation has acquired German and Ulster Ltd, a Canadian pharmaceutical company, for approximately \$1.4m in ICN common stock. Sherman and Ulster, with headquarters in Toronto, had consolidated sales of approximately \$85m in the year ended May 1971.

Astra Co, Sweden, is planning to spend SKr5m on an extension of its pharmaceutical plant in Chile.

Sonsanto Chemicals: In the first half of 1971 group profit,

before tax, fell by £591,000 to £2,187,000. For all of 1970 the pre-tax balance was £5,249,000 and the net £3,047,000.

Photopia International Ltd showed a 9 per cent rise in turnover at £1.19m for the six months ended October 31, 1971. Pre-tax profits, at £101,012, were up 12 per cent.

Anard-Mount (London) Ltd are moving on January 31 to Burlington Works, Tudor Estate, Park Royal, London, NW10 (tel: 01-965 9528).

Optrex Ltd have installed a Keystone Vision Screener at their Perivale, Middlesex factory to enable employees to take advantage of regular vision checks.

Mr Liam Murray has re-opened the pharmacy at Parnell Street, Dublin, which had been conducted for some years by Mr Geoffrey Bourke.

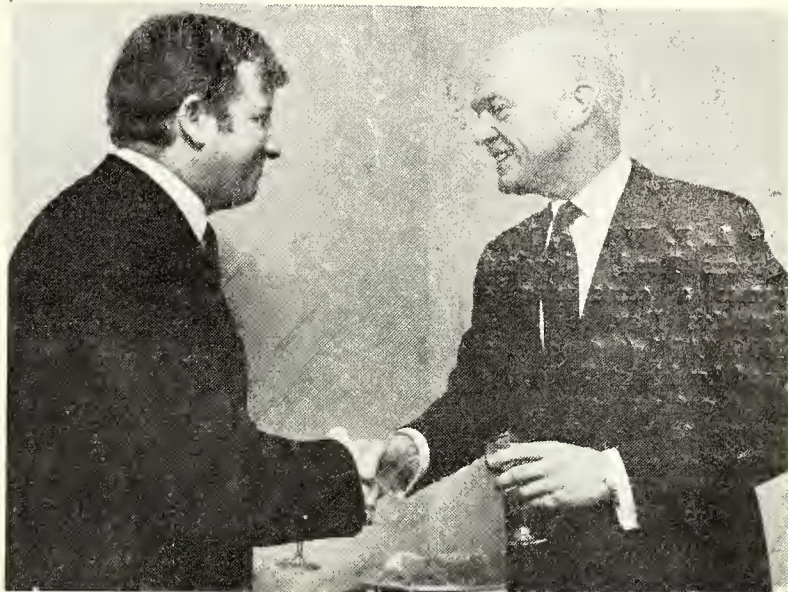
Appointments



John Heathcoat & Co, Ltd: Mr D. B. Hallett, managing director of Lastonet Products Ltd has been appointed to the board of the parent company, John Heathcoat Ltd, of Tiverton, Devon. Mr Hallett will continue as managing director of Lastonet and will work from Redruth, Cornwall.

E. C. DeWitt & Co Ltd: Mr L. J. Busby, formerly sales manager of the pharmaceutical division is now sales manager responsible for all national accounts and special projects. Also in the division Mr W. Young, formerly a representative in the midlands is now northern area sales manager and Mr J. Metselaar, formerly representative in East Anglia and parts of London, is now southern area sales manager.

Armour Pharmaceutical Co Ltd: Mr W. F. Ticehurst and Mr F. R. Worsfold, deputy



A streamlined 10,000-sq ft distribution centre for L'Oreal on the Dublin Industrial Estate was opened recently by Cyril Ashley (right), assistant managing director of Golden Ltd. Seen here with Mr Ashley is Mr Oliver Murphy, Irish area manager, consumer division

managing directors have been elected joint managing directors of the company. Mr Ticehurst will continue to manage the hospital products division and Mr Worsfold the international division holding also the managing directorship of the South African Armour-Dial subsidiary—Dial Toiletries & Pharmaceuticals (Pty) Ltd.

Pharmax Ltd: Mr Iain Lees, sales and marketing director has been appointed deputy managing director of Pharmax and joins the board of the new medical division of LRC International Ltd. Mr Harold Bull, has been appointed divisional advertising manager of the same division which includes Pharmax and the Medical Supply Association Ltd. Mr Norman Gray, advertising manager of MSA, is to be advertising manager to assist Mr Bull in this new division.

Johnsons of Hendon Ltd have appointed Stuart Slatter their managing director. Mr Slatter is a qualified barrister-at-law, obtained a master degree in business administration from Stanford University Business School and an MA in economics and law from Cambridge.

Carter-Wallace Ltd: Mr Nigel Harris has been appointed Southern regional manager and Mr Vic Gibson Northern regional manager. New representatives are: Mr. Cyril Fox (North London, Middlesex Herts and Bucks), Mr Brian Gardiner (Surrey, Sussex and South London), Mr Gordon Elliott (Cornwall, Somerset and part of Gloucester) and Mr David Brownrigg (Liverpool and West Lancashire).

Mr A. J. Bennett CBE MA, Under-secretary, Department of Health and Social Security has been seconded from April 1 to take up duty as secretary of the Staff Commission which is to be concerned with staff redeployment and problems arising from the reorganisation of the National Health Service. Chairman is Sir Richard Hayward, CBE.

Sterling-Winthrop Group Ltd, have appointed Sir Derrick Dunlop to the board. Sir Derrick was the first chairman of the Medicines Commission, retiring at the end of last year. Prior to that appointment he was the first chairman of the Committee on Safety of Drugs.

Unigate Foods. Following the integration of the sales forces of their two baby food companies—Cow & Gate and Trufood—Unigate Foods have appointed Mr Peter J. Wood, general sales manager for baby foods.

Rapidol Ltd have appointed Mr R. J. R. Juniper to cover Bedfordshire, Berkshire, Buckinghamshire, Hertfordshire, Northamptonshire, Oxfordshire and West Surrey.

Nicholas International Ltd have appointed Mr L. G. Cuming to the new position of executive vice-president of the group. Mr A. J. Jamison becomes general manager, international division. Mr P. N. Daddo takes over from Mr Cuming the position of general manager, Pacific division.

Thermos Ltd have appointed Mr W. H. Wilson manufacturing manager responsible for their Brentwood, Thetford and Tottenham factories.

PEOPLE

Mr A. P. Wallace, MPS, 306 Queens Road, Aberdeen, becomes a centenarian on St Patrick's Day. Qualifying in 1896 "AP" (the name always used by his staff when speaking about him) went to Grangemouth to manage a business before opening on his own account in Torry, Aberdeen. He also had pharmacies in Market Street and Bridge Street. The Market Street pharmacy was sold to his partner, the Torry pharmacy was sold in 1929 and the Bridge Street in 1938 when "AP" retired (see also p347).

Mr James Charles, MPS, 67, has retired from the business in which he was a partner at 36-38 Queen Street, Burslem, Staffordshire. He had been in the business for 50 years—since he and a partner took over from Mr Charles's father, who bought the pharmacy in 1889. Mr R. Sutton, the other partner, has also been in pharmacy for fifty years.

Mr Isaac W. Edwards, MPS, secretary and a director of Isaac W. Edwards Ltd, Hightown, Liverpool, and his wife celebrated their golden wedding anniversary recently. The couple have lived in Hightown for over 40 years.

Mr W. H. Green, MPS, has been re-appointed for a further three-year term to the Greenwich and Deptford Hospital Management Committee. Mr Green is chairman of the pharmaceutical sub-committee of the hospital management committee.

Mr Joseph B. Murphy, the Cork representative on the Council of the Pharmaceutical Society of Ireland, has tendered his resignation. For personal reasons he stated he was finding it increasingly difficult to attend meetings.

Deaths

Collins: On March 4, Mr Douglas Collins, founder of the Goya cosmetic business. Mr Collins started the business in 1937 and in 1960 sold it for £1.5m. Eight years later he bought part of it back for £800,000. In the meantime he acquired Sutton & Sons Ltd, seed merchants. He was author of "A Nose for Money" (his

autobiography), "Sailing in Helen" and a series of children's books.

Crosskill: On February 21 Mr A. R. Crosskill, chairman and until recently managing director of C. R. Crosskill & Sons Ltd, Calvert Works, Norwich, aged 82.

Graham: On February 7, Mr Robert Bruce Graham, MPS, 54 Trinity Road, Edinburgh. Mr Graham qualified in 1919.

McCullough: On February 8, suddenly, Mr Frederick Hugh McCullough, MPSNI, Ballee Cottage, Antrim Road, Ballymena, co Antrim. Mr McCullough qualified in 1932. Over 30 years ago he opened the Harryville Pharmacy, Ballymena, where he carried on business up to the time of his death.

Stewart: Recently, Mr Alexander Smith Stewart, MPS, 15 Randolph Street Buckhaven, Fife, aged 55. Mr Stewart trained at Robert Gordon's College in Aberdeen qualifying in 1938. He was in business in Aberdeen before moving to Fife 19 years ago.

NEWS IN BRIEF

□ Average weekly value of sales by chemists and photographic goods retailers in Northern Ireland was 3 per cent lower in November 1971 than in the corresponding month a year earlier.

□ The official index figure which measures changes in the average level of retail prices (January 16, 1962=100), was 159.0 on January 18, compared with 158.1 on December 14, 1971.

□ *World Medicine*, we have been asked to point out, is an entirely separate — though "sister" — publication from *Medicine Mondiale*, which awarded the *Prix Galien* to Intal (last week, p295).

□ The Department of Health of Social Services spent £13,803 on advertising prescription charge season tickets during 1971, Mr Michael Alison, Under Secretary, stated in a Commons reply recently.

□ A directory containing details of 50 consultants who are available to give advice on problems connected with chemical engineering has been produced by the information service of the Institution of Chemical Engineers, 16 Belgrave Square, London SW1X 8PT (£0.50).

Topical reflections by Xrayser

VTO

I have read all the material in last week's issue concerning NPU, VTO, and OTC. (The last mentioned referred to a body called the Officers' Training Corps in my young days, but it seems to have acquired another meaning today.) I wish I could say that I have now a full understanding of all the implications, but I find it a little difficult to grasp all that is involved. For example, not knowing precisely what is meant by "store traffic" is something of a handicap and some of the points made by the speakers will require more elucidation than given at Brighton.

Mr Trotman said that there must be corporate aims and identity, but that that did not mean common facias, though he did say that there would need to be adherence to certain standards—of shop, of service, of merchandising and of appearance. Why, in the circumstances, the common facias should be left out I cannot quite see, particularly as the use of a common symbol that would associate the retailer with the organisation is to be a part of the whole.

Symbols, he said, were used so that the public would not have to read the name—they would recognise it. So, as a measure, do we return to a day when the customer was guided by the barber's pole and the gilded bullock, the outsize pocket watch swinging above the pavement or the little midshipman over Sol Gill's door. But while the shop signs of a previous age merely identified a particular trade, the symbol proposed is to identify a policy. The former did not detract from individuality, while I think the latter does. But that, of course, is its purpose.

Pharmacy has ever been the resort of the individualist and the new scheme is designed to break that barrier and make use of joint, planned effort. (Although a member of the NPU for very many years, I do not display the carbocation sign. I removed it the day a customer observed that he noticed I had been taken over by the NPU.)

Brand leaders

There seem to be many imponderables in applying the principles of the voluntary trade organisation to pharmacy as compared with grocery. What range is covered in groceries? I note that in pharmacy the scheme would concern itself with toiletries only, and Mr Trotman mentioned specifically shampoos, hairsprays and hand creams in what he called "brand leaders." Are we to take it that the scheme will be limited to that kind of toiletry and will not embrace what are usually regarded as "agency" lines?

If so, I am already inundated daily with special offers from several wholesale houses aimed specifically at the goods described as brand leaders.

Clouds

At the same meeting, Mr D. N. Sharpe stated that it was rubbish to regard pharmacists on the Continent as living in a cloud of professionalism, for with increasing tourism they were introducing cosmetics, for example. I should have thought that increasing tourism had little effect, and I recall that the first breach in the wall of professionalism took place in that part of West Germany which was regarded as the American Occupation Zone, and I don't think I would be wrong in attributing the change in this country to transatlantic influences early in the century.

Big business, rather than tourism, made its presence felt in that regard. I would hope that a stand will be made on the Continent to preserve the best features of professional pharmacy.

NEW PRODUCTS AND PACKS

Baby care

A triple from Maws

Maws have recently introduced an addition to their baby pants range. Called "Triple Pack" this is a pack of three (£0.18) high quality pull-on pants which are made in four sizes—small, medium, large and extra large. They are made from soft, washable plastic, with elastic waist and legs and all welded seams.

The emphasis is on high quality for a moderate price, plus attractive packaging in the new Maws style (S. Maw Son & Sons Ltd, Aldersgate House, New Barnet, Herts).

Oral hygiene

Strong' flavoured toothpaste

Close-Up is a "strong-flavoured" translucent, red gel toothpaste, containing refined silica derivatives as cleaning and polishing agents blended with glycerine and sorbitol and flavoured with cinnamon spices and menthol. There are two sizes: standard (£0.15) and large (£0.22).

In the USA after its launch in January 1970 the brand quickly captured a steady 15 per cent share of the colossal toothpaste market—a brand share equal in turnover to the total United Kingdom market.

Gibbs say that half the country will hate Close-Up, but the other half will love it and that half will provide the large, extremely loyal core of regular users, that is the bedrock of all major brands.

Gibbs are spending more than £2m in the next ten months to promote Close-Up including £500,000 on a TV campaign that will continue at launch levels throughout the year (Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1).

Cosmetics and toiletries

Restoria shampoo

The latest addition to the Restoria range of hair products, which are designed to banish grey hair, is Restoria shampoo (£0.31). This is said to be formulated to enable the lotion and dressing to work

with maximum efficiency and comes in a 110cc bottle (Scott & Bowne Ltd, 50 Upper Brook Street, London W1Y 2AE).

Hand made hand cream

Mavala's Hand Creme from Switzerland (£1.49) is claimed to be the only hand-made hand cream in the world, with such fine ingredients that it can also be used on the face with perfect safety. The product is packed in circular white pearlised plastic pots, each containing 60g, and white outers.

The company has also announced three new "earth tones" in their range of nail enamels (£0.36), Bombay, a deep red; Rio, a red brick tone; and pearlised St Tropez, brown tinted with deep rose (Mavala Laboratories Ltd, 48 High Street, Horley, Surrey).

All Fresh clean-up squares

All Fresh, clean-up squares by Beecham Products are impregnated with alcohol and mild detergent and offer a method to remove light soiling from the hands and face. The product dries quickly after use, leaving the skin clean and fresh.

All Fresh is expected to have broad appeal to a variety of different users. The strong, soft fibre squares are lightly perfumed and individually foil-sealed to retain their moisture. Just one tissue is sufficient to remove particulate dirt and light grease from the hands and face. Each of the striking blue and green boxes contains 10 sachets (£0.22) and is easily accommodated in either pocket or hand-bag (Beecham Products (UK), Great West Road, Brentford, Middlesex).

Fontarel's Monitor

Fontarel are introducing Monitor, a suntan cream that "is different". It is said to have "moisturising elements", a distinctive perfume devoid of irritating constituents, and to contain "vegetable and animal extracts which are anti-inflammatory and protect the skin from dryness". Fontarel state that it also contains traces of vitamin A, caroten B and a special sunfilter.

Presentation is in an original duo-set (£1.70) composed of an easy-to-handle container "plugged" on to a much larger one from which the smaller (£0.70) can be refilled. It can be sold as a duo-set or individually (Fontarel Ltd, Percival House, Pinner Road, Harrow, Middlesex).

Lancome stimulating cream

Lancome's new Creme Stimulante replaces Creme No 9 and Juvenale—both of which are said to have a texture that is out of fashion.

Creme Stimulante is a specific night cream designed to complete the action of daily diet creams, being effective in the treatment of the problems of "tired" skins which no longer react normally. It is formulated with biological extracts reinforced with physiological serum (said to have strong moisturising power) and vitamins, to produce a cream that is "rejuvenating, stimulating, hydrating and nourishing".

Cosmetic applications include broken veins, skin debility, small pimples and acne scars, brown marks and sallow and



faded complexions. Two sizes available—£1.95 and £2.80.

Also new is Douceur Demaquillante Nutrix, a soothing emulsion to remove make-up, especially suitable for sensitive skins. Presented in a bottle with dispenser (£2.95) and tube (£1.95) for travelling (Lancome (England) Ltd, 14 Grosvenor Street, London W1).

Natural honey for dry skins

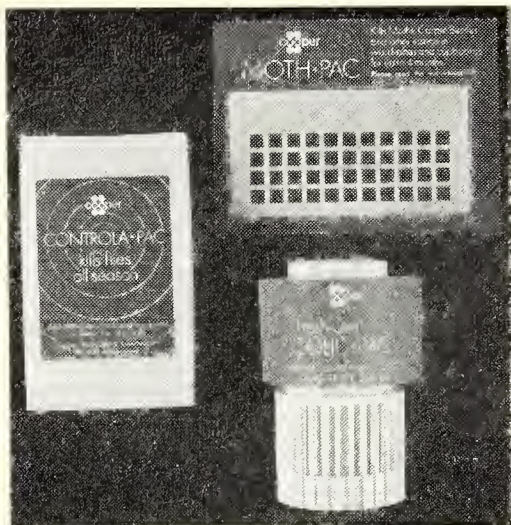
Revlon have launched hypo-allergenic Natural Honey—Dry Skin Relief Moisture Lotion (£0.95), containing natural honey and oils, including peach kernel oil, real protein, organic herbs and silicone.

This is claimed to have been formulated in response to the current overwhelming demand for natural organic herbal products and can be used on the hands, arms, elbows, legs and heels, where it leaves the skin soft, but never greasy. The lotion is packed in 12oz plastic bottles (Revlon International Corporation, 86 Brook Street, London W1).

Plastic bottles for Roja

Roja's Twice as Lasting hairset (£0.37 for six applications, £0.10½ for one application) is now being packed in clear lightweight plastic bottles.

The formula remains the same, but three shades in Twice as Lasting with Colour, Continued on page 336



Continued from page 335

available only in one application size, have been renamed: Matt Silver becomes Pure Silver, Ash becomes Cool Ash and Brown becomes Brown Velvet. Auburn will be deleted from the range to be replaced by Golden Beige (Golden Ltd, Berkeley Square House, Berkeley Square, London W1).

Household

Coopers household products

The new Controla-Pac flykiller (£0.85) unlike ordinary strips, has been developed as a "fully controllable" flykiller, which can be turned on or off as required and will kill flies all season. It is claimed to be leak-proof and requires no handling and is packed in display outer of one dozen.

To complement the Controla-Pac flykiller, Solid-Pac Freshaire (£0.32) has been introduced. Again this pack is fully controllable and releases a pronounced perfume for up to two months, even if fully opened. It is said to be ideal for use in either kitchen or bathroom and is packed in a display outer of one dozen.

Completing the range is Cooper Moth-Pac (£0.35) which incorporates a self-adhesive pad to fix to the inside of a wardrobe or linen cupboard. Cooper Moth-Pac is effective for a full four months (Cooper, McDougall & Robertson Ltd, Ravens Lane, Berkhamsted, Herts).

PRESCRIPTION SPECIALITIES

BRUFEN suspension

Manufacturer Boots Co Ltd, Nottingham NG2 3AA

Description Chocolate-flavoured suspension containing 100mg ibuprofen in each 5ml, designed for patients who find difficulty in swallowing Brufen tablets

Indications etc As for Brufen tablets

Dosage Adults: 60mls daily for the first 2-4 weeks after which may be reduced to the optional level for each patient. Children: 1ml/kilo body weight daily

Dispensing diluent Mucilage of tragacanth

Pack Bottle of 200ml (£0.70 trade)

Issued March 1971

Aids to more profit from 'instant' pictures

Discounts, bonuses, assistant training, television and new merchandising material are all being used by Polaroid to ensure the successful introduction of three new cameras, Super Swinger, Square Shooter 2 and Big Shot (C&D, February 26).

The company believe their strong consumer advertising campaign involving the spending of £200,000 in combined network television and Press advertising in



Behind the new Polaroid Super Swinger Camera—television personality and journalist, Michael Parkinson. He demonstrates the new camera in a 30-second commercial

support of the new Polaroid hand cameras will bring increased turnover to the trade, and they are looking for more enthusiastic dealers to increase distribution.

Direct accounts are being offered special deals, extended credit and advertising allowances. The scheme of replacement of films used in demonstration is continued.

The television commercials feature the new Super Swinger camera. In one the camera and the fun of the instant picture-taking in a party situation is presented by the television personality Michael Parkinson. The second commercial features two young people in the countryside.

The cameras

Square Shooter 2, (£14.95) marks Polaroid UK's further inroad into the mass market where an estimated 20 per cent of amateur still cameras are purchased.

It uses Polacolor square-format type 88 film, in eight-exposure pack (£1.70) producing 60-second colour prints measuring $3\frac{1}{4} \times 3\frac{1}{4}$ in.

The camera has a transistorised shutter, electronically controlled from one second to 1/500 second, for fully-automatic exposure control indoors and out; and a built-in flash which uses standard four-shot flashcubes for perfect flash pictures up to 10ft away.

The least expensive pack-format instant picture camera ever marketed in the

United Kingdom by Polaroid is Super Swinger (£7.95), which places it in the price bracket where 80 per cent of the amateur cameras in Britain are sold.

The new Super Swinger camera produces square-format $3\frac{1}{4} \times 3\frac{1}{4}$ in black-and-white pictures from Polaroid's eight-exposure pack film Type 87 (£0.99) which develops in 30 seconds. The prints require no coating after development.

Super Swinger has a built-in flashgun taking AG-3 bulbs which simply drop into the camera. The face plate of the shutter housing serves as the flash shield. The picture development system in Super Swinger is similar to the most expensive Polaroid cameras, right down to the removable stainless steel rollers.

The camera has a fixed focus with colour frame in the viewfinder for determining 4ft distance. The aperture is variable from f/17.5 to f/90. For outdoor pictures aperture is set by rotating red button on top of camera until best "Yes" appears in photometer. For flash picture set camera to subject distance on scale on top of shutter.

Shutter speed is fixed at 1/200 second. Big Shot the new Polaroid portrait camera (£16.95) has been described as "an ugly beast producing gorgeous colour pictures".

Claimed to be the ultimate in foolproof colour photography, Big Shot is designed for the hobby photographer who wants attractive, undistorted studio-quality portraits of people or pets, or close-up pictures of objects, without needing to know the technicalities normally associated with these types of pictures.

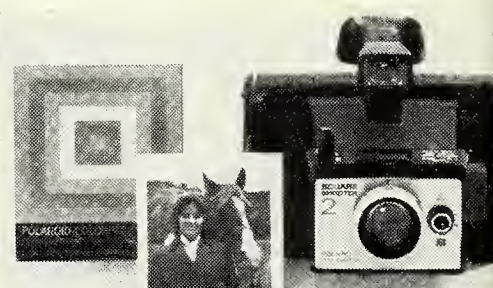
The lens aperture is fixed and the shutter speed is fixed. An unusually long focal length produces distortion-free portraits that are usually obtainable only with a large studio camera or an expensive long lens on a 35mm camera.

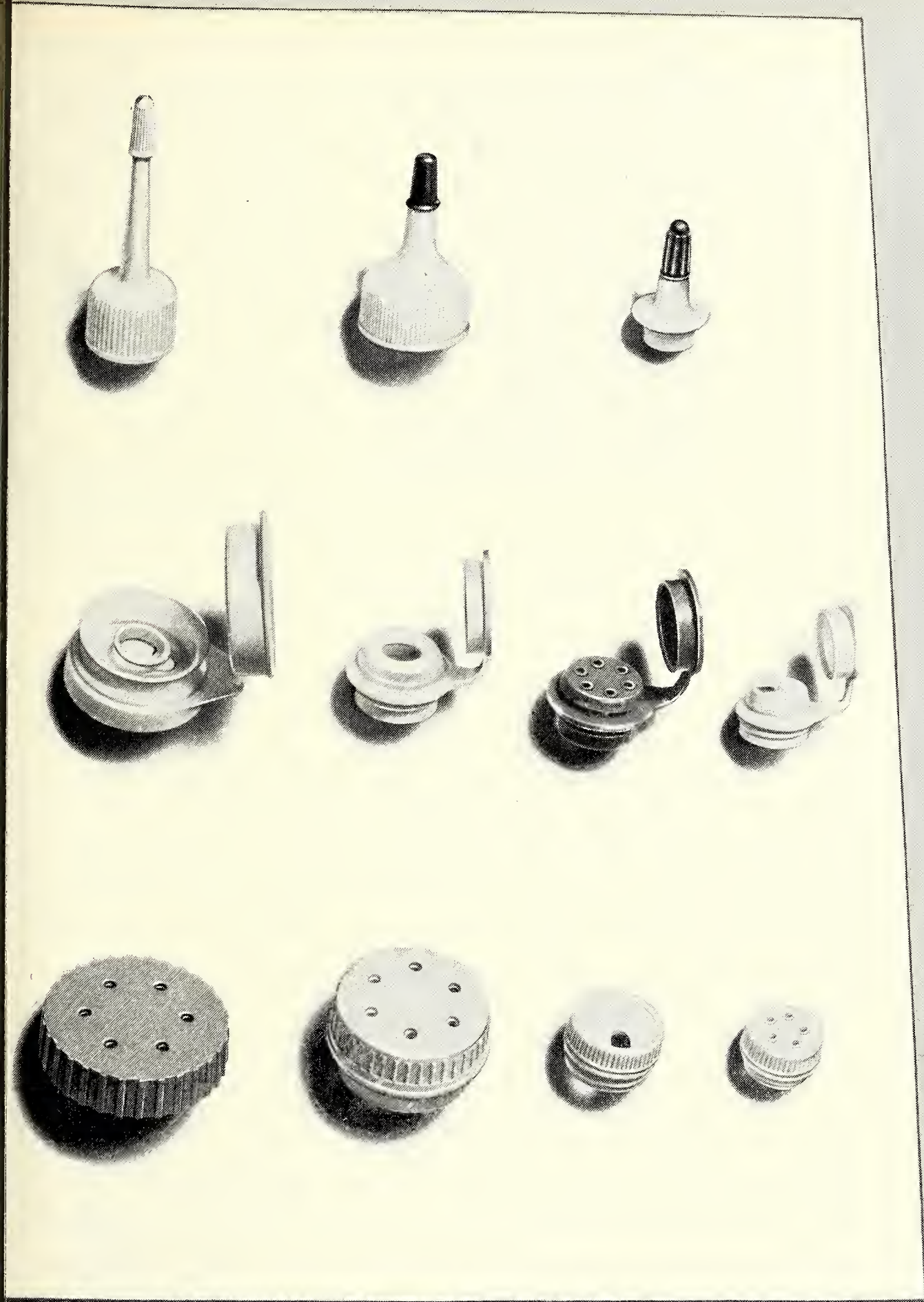
Big Shot is designed for use only with Polaroid Type 108 colour film yielding $3\frac{1}{4} \times 4\frac{1}{4}$ in colour portraits in combination with a Magicube or other percussion flashcube. Flash is used for every picture. There are no exposure settings to make.

Big Shot has a 60-second mechanical development timer built into the back which signals when the picture is ready.

Big Shot weighs 23oz and is about 11in long.

The Square Shooter 2





f the page

Standard Metal Box cap fits, buy it. When you need something
 ent, Metal Box can write you a special chapter.

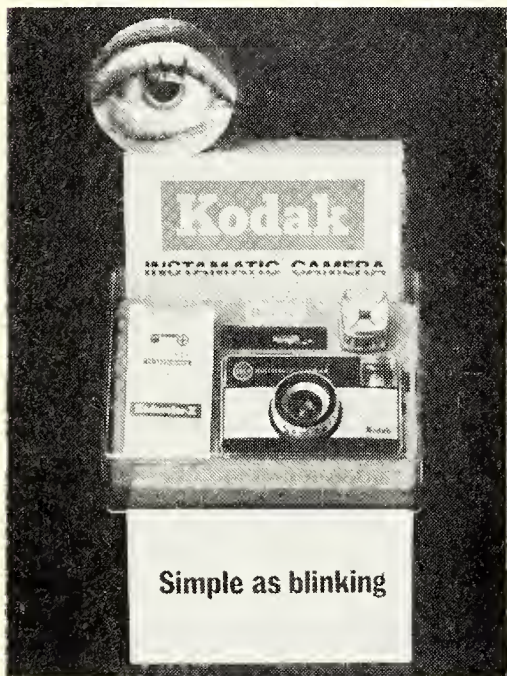
Metal Box-Leaders in plastics

PROMOTIONS

Free cuff links

Pharmacists ordering two or more cases of either size of Mafu flykiller at £6.10 per case less the normal quantity discounts, will receive a presentation box containing a pair of cuff links to the value of £1.75. This offer is limited to one gift per customer.

The flykiller is also being advertised for eight weeks in the *Daily Express*, *Daily Mail*, *Daily Mirror*, *Sunday Express*, *Sunday Mirror*, *Woman* and *Woman's Weekly* (Gerhardt Pharmaceuticals Ltd, Thorton Laboratories, Purley Way, Croydon CR9 3BE, Surrey).



Major Kodak campaign

Kodak expect the photographic market to soar to around £120,000,000 in 1972. In order to cover the largest section of the consumer market they are to use television in 45-second and 15-second spots in all regions from April to August.

They will continue their reminder advertising using the theme "Don't Forget The Camera This Weekend", in the national Press and, since more women than men take pictures—and married women with children have the best of all reasons for being active snapshooters—there are to be full colour advertisements with helpful information on photography in the large circulation women's magazines. Full page advertisements in juvenile magazines and comics will be promoting Instamatic cameras to youngsters until June.

Display material that is flexible enough to fit in the smallest window or dominate the largest one will be available for dealers. There will also be a promotional programme to boost the D&P market (Kodak Ltd, Kodak House, Station Road, Hemel Hempstead).

Syntex support national launch

To back the national launch for the Syntex skin care range next week, advertising will start in the monthly publications

Vogue, *Woman's Journal*, *Woman and Home*, and *Good Housekeeping*, followed by the weekly magazines, *Woman*, *Woman's Own*, *Woman's Weekly* and *Woman's Realm* and then later issues of *Cosmopolitan* and *Reader's Digest*. In addition there will be counter units, show cards and leaflets promoting the Syntex Beauty Circle, cream testers and samples available to stockists (Syntex Pharmaceuticals Ltd, St Ives House, Maidenhead, Berks).

Cossack soccer sponsorship

Reckitt & Colman are sponsoring a Cossack hairspray Knock-out Cup for the Nottinghamshire Sunday Football League and, as well as the trophy, prizes for the competition include track suits and footballs to the two top scoring teams in each round.

The company say this promotion has been received enthusiastically by players and supporters, with a total of 258 goals having been scored in 43 matches so far (Reckitt & Colman Toiletries Division, Sunnydale, Derby).

Outdoor Girl advertising

Outdoor Girl are again emphasising their advertising theme of an extensive range of products at realistic prices.

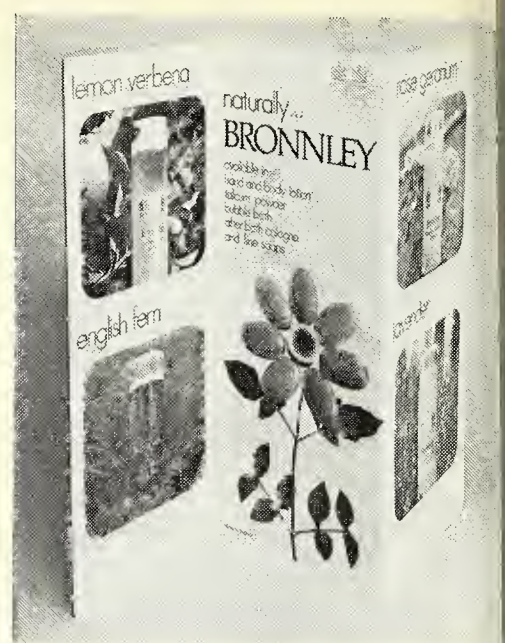
The current campaign which runs until June in *Woman's Own*, *She*, *19*, *True Romances* and *True Story*, includes photographs headlined "Our colours are wild. Our prices insane", and "Any six you like for a pound" (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey).

Consumer offers

□ Helena Rubinstein's Apple Blossom 4oz perfume mist reduced from £2.10 to



Empire style towelling beach robes in three sizes and in pink, blue or gold are offered in exchange for two 20's packs of Lillies plus £4.50 for the mini length garment and £6.50 for the maxi. All packs are flashed with the order (Lilia-White (Sales) Ltd, Chartford Mills, Birmingham 8)



Bronnley have produced this new show card in full colour. It is a three-fold display unit on stout glossy white board and shows their bath accessories in Lemon Verbena, English Fern, Rose Geranium and Lavender. Height is 15in and each fold measures 6in across (H Bronnley & Co Ltd, 10 Conduit Street, London W1)

£1.20 and 120g dusting powder flash from £0.85 to £0.65 for a limited period (Helena Rubinstein Ltd, 31 Davies Street, London W1).

□ From the end of March, Natura Wonder are offering two complete facial treatments at reduced prices. For the oily skin, the package comprises foaming facial cleanser, astringent lotion and under makeup lotion at £1.60, and for the normal skin the offer consists of soft facial cleanser, toning lotion and day/night moisturiser at £1.35 (Revlon International Corporation, 86 Brook Street, London W1).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except G, E

Askit powders: Sc, G

Astral: Ln, M

Buttercup syrup: Lc, Y, NE

Efferdent denture cleanser: Ln, M, Lc, Y, Sc, WW, So, NE, A

Elnett Satin: All except E, CI

Harmony Protein Plus shampoo: All except E

Hedex: All except U, E

Man size Scotties: All except E

Milk of Magnesia tablets: All except U, E

New Bristows: All except E

Protein 21: All areas

Signal: All except E

SR: All except E

Sunsilk shampoo and hairspray: All except E

Tegrin medicated shampoo: NE

Wella products: All except E, CI

COMMENT

Public warning

From the public viewpoint it has been a bad fortnight for "drugs". Following closely on the heels of Government action to restrict the use of hexachlorophane, comes a "scare" concerning the teratogenicity of imipramine. There have been three inquests in which overdosage with paracetamol was involved, and the latest blow comes with the discovery of alleged contamination in a batch of intravenous glucose, following the deaths of patients who had had major surgery.

One thing is common to these episodes. All the "drugs" concerned have been in widespread use for many years and are regarded—so far as any drug can be—as safe within the limits of their recommended applications.

Unavoidable hazard

Such occurrences are an unavoidable hazard of the use of drugs, as the professions well know, but they do serve as useful warnings to the public. This applies particularly when the compounds involved are as well known as paracetamol and a baby-care antiseptic. The report of the Pharmaceutical Society's Council meeting (p 359), records the events that followed the Secretary of State's statement on hexachlorophane, and it is significant that within a few minutes of the statement being made to the House of Commons, the national Press was seeking the profession's view from the Society.

Council members were somewhat divided on the question of withdrawal of hexachlorophane products from pharmacy shelves—since some would still be on offer in the supermarkets—but we would agree with the view expressed by Mr Balmford that the profession put itself in a very good light by such action.

The climate created by these episodes is one in which

the pharmacist's advice is more likely to be sought by the public and more readily accepted. That must be to the public's—and the profession's—advantage.

Time for that refit?

There are, of course, many factors contributing to any successful business but a prerequisite must, surely, be having attractive premises—inside and out.

By now it is an established axiom that increased business normally follows modernisation. Yet there are many pharmacies not reaping their full potential, which are "ripe" for the shopfitter.

In this issue (p 356) a Salford pharmacist tells how, by means of carefully planning his pharmacy in a new shopping centre he has managed to hold off the challenge of two multiples which set up in business after him. Elsewhere, a pharmacist in Surrey (p 349) altered his premises and had to take on extra assistance to meet the improved turnover.

"The modern marketing methods with the self-selection layout . . . invite customers into the shop and exploit the impulse sale. Modern shop fronts like modern cars and furniture are designed to be functional and attractive," one shopfitter points out. But then it is no use turning over more stock if a watchful eye is not kept on the dishonest shopper or even assistant. For this there are new as well as tried methods of deterrents some of which are described on p 350.

To those who are thinking of making a change we would suggest that delay will be economically damaging.

Not only will prospective customers be lured to the bright modern shop (and thus away from the less attractive one), in the meantime, quotations for modernisation are likely to become more expensive.

Do ... Do ... Do You Remember?

The title is apt but what follows has nothing to do with the BBC television programme bearing the same name.

The events described here took place many years before television was thought of, yet some pharmacists in practice and others retired will have no difficulty in vouching for their accuracy.

The account was motivated by the fact that Mr A. P. Wallace, MPS, celebrates his 100th birthday on March 17 (see p 330) and the events are recalled by his last indentured apprentice, Mr Walter C. D. Bain, MPS. Mr Bain says:

I met Mr Wallace in my early teens as an apprentice and he made a lasting impression on me with his morning coat, striped trousers, hard collar and silk tie. He resembled Mr Pickwick—portly, benevolent, always beaming and smiling with his spectacles well down his nose and always peering over them with a quizzical look. His sense of humour was great and in him I recognised a kindred

soul. He must have trained a very large number of pharmacists, as the staff consisted of himself, a manager, four apprentices and a message girl.

A thorough training was given in all aspects of pharmacy, all galenicals and dispensing solutions; all powders and pills were made on the premises. I can still recall cleaning the iron wire with emery paper prior to making syr ferri phos.

All his house specialities were made on the premises, the formulas for them were in a large book, its scope was wide and ranging covering harness blacking, lambing oil, ink for the stamp pad and ink for the prescription book, fish preservatives and a vast range of toilet, dental and medicinal preparations. We only bought what we could not make.

Stock keeping, stock control, merchandising, business methods and their application was part of our curriculum. So thoroughly were we trained, that after

apprenticeship and qualification studies we were equipped to work anywhere.

I can still see the straw bee hive, the centre piece of a window display, for his Melvin honey wine, the TV jingle he also used:—

"How doth the busy busy bee
Contrive to spend his time
He gathers honey all day long
For Melvin honey wine."

These were halcyon days when elderly (well, elderly to me) representatives called about the end of August for the winter order and then some weeks later from London via the London boat we would get about 12 hampers of assorted drugs. These supplies, plus sugar, spirit, water and his expertise transmitted to the staff were his logistic to carry us over the winter.

He was a capable and efficient business man and a shrewd investor, but he had an Achilles Heel, he could not resist a bargain especially in toilet soap.

*Not only the sick,
absent minded and the stressed
shoplift,*



but also professionals.

*We at Maclanne are professionals too,
in producing anti-shoplifting equipment.*

*The total losses through instore thefts
in 1971 were equal to the total of
new investment in the retail trade.*

We can help!

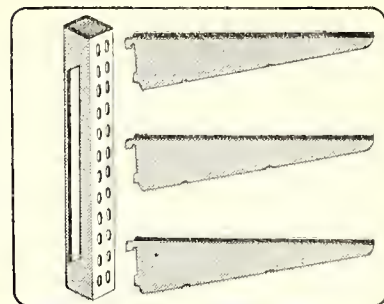
*Maclanne has the most
comprehensive range of anti-shoplifting
equipment in the world.*

We are specialists!

*Write or telephone to
Maclanne Security Associates Ltd.,
51, Lambs Conduit St.,
London WC1N 3NB.
Tel No. 405 9691/2/3*

SHOPFITTING

Pharmacist's own ideas used in shop design



When Mr Alex Forbes moved into the pharmacy which now bears his name at 33 Hersham Road, Walton-on-Thames, Surrey, two years ago he decided to have the premises modernised throughout as soon as possible.

However, before committing himself to a particular style of equipment he gave much thought to what he wanted and having decided, took the details to Counterpoint Store Equipment Ltd, Harwood Road, Littlehampton, Sussex. They incorporated those ideas in the plans with the result that the pharmacy, work on which was recently completed, now expresses the individuality of the owner.

The original shopfront took up a good deal of space with its deep entrance and boxed-in display windows. A new shopfront which has a centrally positioned entrance surrounded by fully glazed window areas giving a clear view of the interior, eliminates this wastage. The fascia above has blue letters on a white Perspex background.

Inside, along the left-hand wall there are three service counters one of which has a special till stand. All have glazed tops for manufacturers' merchandisers and have white laminated fronts and sapele veneer trims.

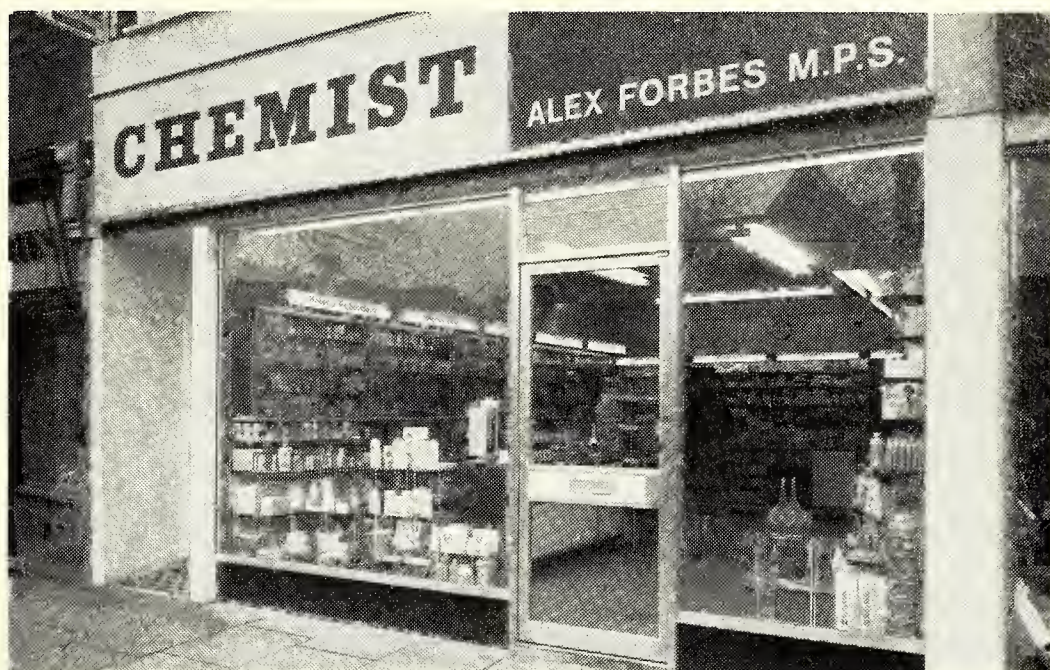
Behind the counters is an impressive run of five aligned glazed cabinets incorporated in the Counterpoint wall units which display a variety of perfumes and make-up preparations. Below the cabinets are open shelves, and at the base, stock drawer units and cupboards alternate.

A recess on the left-hand side is utilised to display surgical goods on open shelving.

On the right, extending as far as the dispensary at the rear are wall fittings with open shelves used to display toiletries, baby, hair, dental and health products.

At the rear of the pharmacy counters with glazed tops and a till attachment front a row of wall units used to display camera equipment and "ethical" medicines. To the right an opening leading to the dispensary is lined in sapele veneer to match the finish to the fittings. A small white and black hinged gate forms a deterrent to children and over inquisitive customers without inconveniencing staff going to and fro, besides enabling dispensary staff to keep an eye on the sales area in case extra assistance is required.

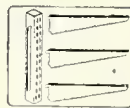
The dispensary, also equipped by Counterpoint, has a working surface with easy to reach built-in bottle storage shelves and drawers, a sink unit, multiple shelves, small container units and cupboards. The rest of the dispensary area is furnished with open stock shelves.



Above: the shopfront of Alex Forbes' new pharmacy at Walton-on-Thames. Below: the spacious and well-equipped dispensary. Bottom: general view looking towards the dispensary



Measures to curb loss through pilferage



In the last annual report of the Chemists Mutual Insurance Co Ltd it was stated that claims for theft insurance increased substantially over the year and that premiums in respect of shop insurance had been wholly absorbed by shop claims.

The account, however, was balanced by members heeding the advice of CMI to review the security of their premises. But for the extra precautions taken by members, CMI would have had to increase the premiums.

With more goods being displayed on a self-service basis the temptation for shoplifting has increased—sometimes to alarming proportions. It seems, however, that by employing certain devices and letting the customers know that these are in use, the incidence of theft can be substantially cut down.

This was found by shopkeepers in the Bristol central shopping area following the organisation of an anti-shoplifting project by the city police and the Bristol chamber of commerce (*C&D*, January 22, page 99).

Taking part in that experiment was Maclanne Security Associates, 51 Lambs Conduit Street, London WC1N 3NB, a company specialising in all kinds of anti-shoplifting devices. The equipment they utilised in the experiment ranged from a comprehensive installation of closed circuit television (CCTV) in a large store to two dummy cameras in a small boutique.

While CCTV will not wipe out shoplifting entirely Maclanne Security Associates believe that under certain applications it is without doubt the best system for deterring crime in the larger shops.

The visual impact of a CCTV system within a shopping area is tremendous: psychologically, it gives the potential shoplifter that horrible feeling that "big brother" is watching him.

Its installation has certain advantages not related to security; it enhances critical study of point of sale displays. It allows "traffic" studies, and quality control tests to be carried out more efficiently.

A Securiseek CCTV system can be leased, under a three-year plan, for as little as £3.60 a month from the company.

A development of this is the Miniseek CCTV system which enables the operator not only to observe the potential thief, but also to listen to him.

The Miniseek system comprises a camera and monitor, with a built-in two way audio unit. Because of this additional capability, its applications are a good deal wider than standard CCTV systems.

As regards in-store security the knowledge that a hidden camera may be watching them should reduce pilferage by the dishonest employee.

The now well-known Scan satellite module is available from several special-

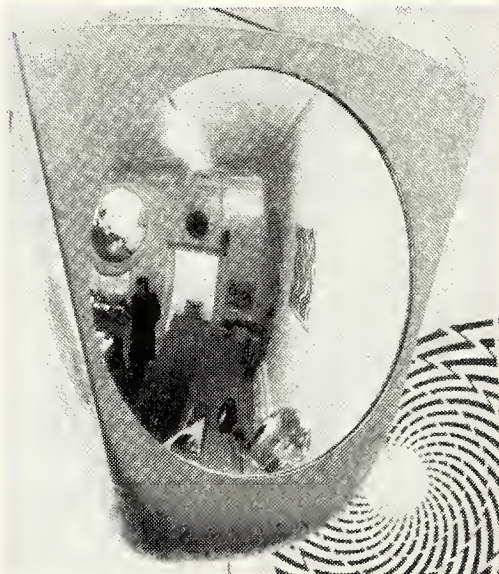
ised companies. The Maclanne Scan is available with six lens apertures and is offered in a selection of colours, specifically designed to blend with any colour scheme and interior.

Anyone involved in the retail market, whatever their sector, is aware of the necessity of point-of-sale equipment and its applications. The major problem facing security experts has been successfully to combine such sales with good security.

Securishow by Maclanne Security Associates, comprises a mushroom-shaped display unit with a clear Perspex dome mounted on the "stalk". Access to the articles on show is afforded only by the lifting of the entire perspex housing—quite a conspicuous operation.

The system can be fitted with either an alarm or locks if required. Securishow can be fitted with motorised, raised columns, it is available in almost any interior covering, and can also be illuminated. The units are available with a diameter of either 24 or 36in—an 18in counter model is also available.

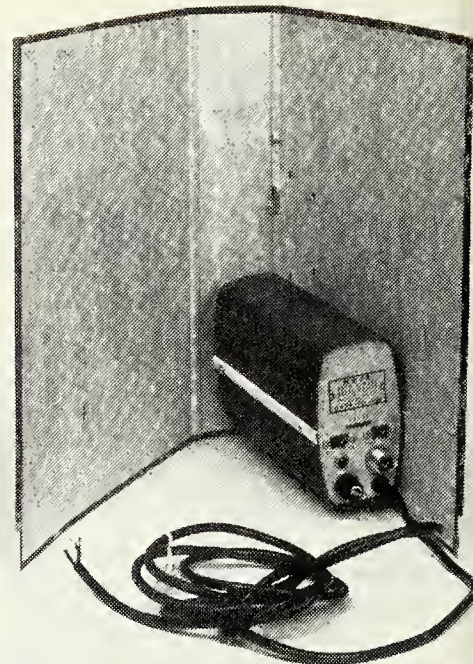
As an addition or alternative to CCTV, a system of mirrors can be employed. Maclanne's Rotavu (pictured below) is an inverted pyramid with a 24-in convex mirror set in each face. The pyramid unit



rotates at two rpm, and enables the viewer to survey more than three quarters of the area to be covered.

The convex mirror is probably the best known and most employed security device in the retail sector. The reasons for this are simple; in many cases a well-sited mirror will offer all the area surveillance required, and secondly they are the cheapest form of anti-retail crime device on the market.

Maclanne Security Associates have developed a universal mounting system which gives greater strength of installation, and almost infinite variability in the



Maclanne's Securiseek

positioning of their Securivu mirror unit. An addition to the Volumatic range of two-way "see through" observation mirrors has been introduced by the Volumatic Co, Taurus House, Kingfield Road Coventry.

Called the Volumatic Stripview observation mirror, the new mirror has clear glass on the observation side and a venetian silverstrip finish on the outer surface. This is designed to be recognisable as an observation mirror and thus has a powerful deterrent effect.

With this latest addition, the Volumatic Company now offers two basic types of observation mirror—the new Stripview and the existing Clearview two-way mirror, which has a reflective surface indistinguishable from an ordinary mirror on one side and clear glass on the observation side for undetected viewing.

The mirrors are simple to install and can be fitted in walls or doors or at special security points in stores. They can be used individually or in conjunction with Volumatic convex surveillance mirrors.

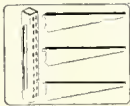
Two standard sizes are available: 24 x 18in and 24 x 30in for both types of mirror and cost £15.50 and £24.50 respectively. Non standard sizes are available to special order at about £5.50 per sq ft.

Security drawer units

An optional security feature of the steel drawer units produced by Welconstruct of Birmingham is a triple locking system which only allows drawer access by three separate keys.

The series of drawer units in the Telford range provides 120 different cabinets all of which can be supplied with double doors if required. Standard units are 3ft high and 3ft wide and between 6 and 24in deep according to type. Units up to 6ft high can be supplied at extra cost. The finish is stove enamelled grey or green. All drawers have a chromium plated drawer pull and cardholder and can be fitted with dividers if required (Welconstruct Co Ltd, Birmingham B1 3QB).

Shopfitting Round-up



DISPLAY UNITS

Showrax have recently commenced a forceful marketing programme of a merchandising unit in the field of rotary display systems. It is called Karu-Sell and their current advertising describes it as a "money-spinner".

Karu-Sell is completely free-standing, mobile and rotary. The mobility can be effectively used in that the unit can be positioned in the larger retail operation to control shopper flow, yet still encourage customers to purchase at that point and, of course, in most shops it can be moved around relative to weekly or seasonal trading patterns.

The rotary facility is not, of course, a new idea but is one which has not until now, been fully exploited. There have been rotary stands and moving turntables for many years past but these have been used mainly for display only. Karu-Sell extends the idea to its logical conclusion by developing the rotary principle to encourage impulse purchasing on a self-selection basis but at the same time, retains the attractiveness of a display system which is eye-catching. Movement is brought into what is invariably a static display area. At the same time it strongly encourages customer involvement which is surely impulse purchasing at its best and most profitable.

A number of ancillary components are available. For instance, there are 3 and 4 in glass risers for the shelf perimeter which can also be used to create binning. All shelves can be positioned independently at 1½ in intervals anywhere on the centre column and can also be indexed downwards. Obviously, with the shelves at the sloping-down attitude, some form

of retainer is required. These are in the shape of a 4in high chrome grill; or a 6in high grill with dividers which provide for dump or tumbled merchandise.

A price ticket rail has just been developed and the makers say "there are other exciting applications in the melting-pot".

It is understood that a unit of smaller dimensions (33in in diameter) is already available and a complete set of the ancillaries will soon be available offering the same benefits as for the already successful standard unit. The unit illustrated has five tiers and shows no fewer than 1,094 items of merchandise relevant to the retail pharmacy.

The makers, will quote, by telephone if need be, for the stands together with the components (Showrax Ltd, Tower Works, Northfleet, Kent).

Main features claimed for the Berg motion showcase are: Pilfer proof; displays a large amount of items in only 6sq ft; items get top view display; brilliant trouble free neon light which does not generate heat; choice of casters or leveler legs available; choice of 4 wood finishes; and operates with a simple plug in. Cash price £209 includes delivery, leasing and hire purchase terms are available (Distributor: Samuel M. Steel, 2 Laurel Grove, Galashiels, Selkirkshire).



A Berg motion showcase in the pharmacy of Mr N. G. Connell, Huntly, Aberdeenshire

SHOPFRONTS

To the passing public the first impression of any shop and in particular, any pharmacy, is invariably the shopfront. Once inside, of course, the quality of the goods and services speak for themselves, but from the street the smartness of the interior, the large investment in stock, is often obscured from view by a shopfront designed for a different era in retailing.

All too often the private retailer accepts the limitation of an old-fashioned shopfronts and for the most part leaves new shopfronts to the multiples, who long ago learnt that a new shopfront attracts new customers—other people's customers.

Shop rentals today no longer bear any relationship to those of 20 years ago and

modern marketing methods with the self-selection layouts are designed to invite customers into their shop and exploit the impulse sale rather than restrict the customers' view to a window display. Modern shopfronts, like modern cars and furniture, are designed to be functional and attractive. Illuminated signs and the skilful use of colour are designed to attract the customer's eye to the shop, but the shopfront itself should essentially have clean uncluttered lines to give prominence to the shop interior and goods on display—not to the shopfront itself.

New materials used in shopfront construction provide more durable maintenance-free finishes and the foremost material in use today is undoubtedly anodised aluminium which lends itself to factory prefabrication of the entire shopfront, thus allowing most average shopfront installations to be completed in two or three days with little disturbance to normal trading.

One company which specialises in aluminium shopfront construction is Unit Shopfronts Ltd. This company has a range of over 600 standard shopfront designs and their sales consultants are trained to give an immediate firm contract price for the complete installation, at their first interview with the customer.

Mr C. Varley, managing director, states current production of Unit Shopfronts exceeds 400 units per year, of which approximately two-thirds are installed on finance terms with repayments ranging from one to five years. He adds: "Our market research has established that new shopfronts really do attract more business and therefore the finance plan is designed to allow the total shopfront investment to be repaid from the increased profits". To ensure that this market research is kept up to date the company offers an additional year's guarantee to any customer who agrees to participate in their market research programme by giving details of their turnover increases in the first six months following installation (Unit Shopfronts Ltd, 9 Aintree Road, Perivale, Greenford, Middlesex).

LIGHTING

Decorative finishes have been introduced recently by Philips lighting division to their Finesse range of fluorescent fittings for individual or continuous mounting. The new extended range comprises fittings with two-tone and clear prismatic controllers and a de luxe alternative with aluminium attachments.

Finesse has been designed to combine maximum efficiency with streamlined design and fittings house twin fluorescent lamps in ratings of 4ft 40W, 5ft 65W, 6ft 85W, or 8ft 85W.

In its new form it is an ideal alternative to the recessed fittings in that it has a shallow depth of only 89mm (or, with aluminium frame with opal dish, 103mm) between the bottoms of the fitting and the ceiling. The makers claim that the design allows for easy installation and maintenance.

Continued on page 354



Continued from page 353

The fitting, with clear prismatic controller, is supplied with grooved end caps as standard but rectangular end plates are available as optional extras.

The Finesse fittings with aluminium attachments are designed for individual mounting in a setting where attractive appearance is of prime importance.

The company's new range of Streamlite Popular prismatic controllers cater for both one-lamp and two-lamp battens. There are two types of the controller: one 97mm wide for the use on one-lamp Streamlite battens, and the other 160mm wide for use on either one-lamp or two-lamp Streamlite battens. Both types of controller are available in lengths of 1,500mm, 1,800mm and 2,400mm.

The controllers are a one-piece extruded body of rectangular sections having internal linear prisms formed on the sides; the base has regular well-defined prismatic impressions of pyramid form on the outside surface.

The end caps are the same type as those currently offered on the DF range of Streamlite Opal Diffusers, and the same choice of self-adhesive infill plates is also available for use with the new controller (Philips lighting division, City House, 420 London Road, Croydon CR0 2SW).

Among 12 products selected for the consumer goods section of the 1972 Council of Industrial Design Awards announced recently is Thorn's spotlight lamp DTLV 20 (from £9.60).

The DTLV 20 is a small, slim, cylindrical spotlight with integral transformer which has all working parts neatly fitted inside the housing. It is available with a ceiling plate or on a track adaptor, is fully adjustable in direction, and produces a high density pencil beam of white or coloured light to emphasise, for example, a single object in a display. The fitting is 6½in long, 2½in in diameter and weighs 2lb. Its outstanding feature is the minute tungsten halogen light source which is housed in a compact black cylinder. Reflectors are available plain or in red, green, amber or blue to give coloured beams of light (Thorn Lighting Ltd, London WC2).



Thorn's award-winning spotlight

FITTINGS

Choosing shelving for a new shop or for modernising existing premises can involve the pharmacist in a welter of competitive systems, making it difficult to select the most effective and most economic. Standardisation provides the way out—choosing a system which is equally at home in shop, dispensary and store room.

One such system is Spur adjustable shelving, the first proprietary system to be introduced into the UK, and now extended to include free-standing single- and double-sided units as well as wall-mounted shelving; attractive enough for shop-floor displays, and strong enough for heavily-loaded storage shelving.

The system comprises basic components of slotted uprights, single-sided for wall-mounting and double sided for gondola construction, and cantilever brackets which slot into the uprights at any required spacing to support shelves of steel, timber, chipboard, glass or any other standard shelving materials (Savage and Parsons Ltd, Watford, Herts).

New from Dexion is an adjustable shelf clip. Fitting is straightforward, the clips lock behind the slotted angle upright in two places while the shelf is held positively in position. It is claimed that the clips can cut installation times by 5 per cent compared with a similar bolted structure.

Rack heights of up to 7ft can be constructed with loadings of 350lb per shelf (Dexion Ltd, PO Box 7, Empire Way, Wembley, Middlesex).

A chain of drug stores mainly in the South London area recently had its thirtieth store modernised by Shop Refits Ltd, a member of the Eustace Group.

Shop Refits have been responsible for the total planning operation in each case. This includes dealing with local councils with reference to the Town and Country Planning Act and sorting out building problems when necessary. The two stores most recently completed are twice the size of former stores, approximately 3,500 sq ft. Terrazzo flooring has been introduced and Shop Refits have adapted current units to fit in with the owner's detailed specifications. They have also installed electrical equipment, false ceilings, lighting and flooring (Eustace & Partners Ltd, Alliance Works, Western Avenue, London W3).

A varied selection of fittings for display on peg boards, easel and card stands are sold by M. Myers & Son Ltd, Oldbury Warley, Worcs. Lists are available.

Nordia claim a number of significant advantages for their newest range of retailing equipment, Nordia 90, perhaps the most important of which is that the customer sees only goods on sale, unobstructed by woodwork or metalwork.

Those parts of the shopfittings that are on view are there "to blend with the overall decor, creating an infinitely variable atmosphere".

Another claim is ease of erection of the fittings, only three tools—a screw driver, a mallet, and a ruler—being needed to set up a 40,000sq ft installation (William Mason & Son Ltd, Gelders Road, Leeds LS12 6JD).



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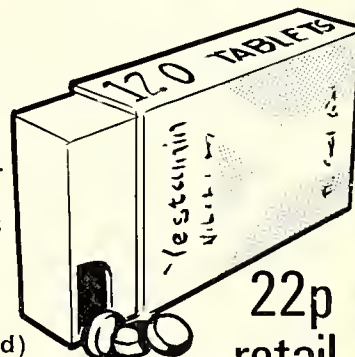
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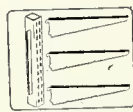
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Salford independent holds his own against multiples



Above: a general view of the Mayfair Chemists pharmacy in Salford illustrates the air of spaciousness achieved. Security and supervision are aided by the two convex mirrors at the front of the shop. Below: the medicines counter with the entrance to the dispensary shown behind it. On the left of the picture is the "men's bar"—a feature of this modern pharmacy



One of the first pharmacies to be equipped with the Nordia 90 range of shopfittings is in Salford's new C Shopping Centre where two large multiples also have premises.

And how is the private pharmacy Mayfair Chemists (Salford) Ltd—they are associated with two other pharmacies in the Manchester area at Hyde and Chadderton—faring against the multiples? "We are holding our own and getting the business we projected".

The pharmacy opened last August. The multiples started up three months later, causing Mayfair's turnover to dip before it rose again with the Christmas boom. Now, as a more normal business pattern takes shape, turnover is still building up.

Mayfair Chemists (Salford) Ltd selected Nordia 90 equipment after inspecting the complete range at Nordia's headquarters in Leeds. They were impressed by the flexibility of the design, the units lending themselves to displaying all the various sections they wanted.

The free-standing units, whether for walls or for island units, are assembled with parts that can be added as required.

The 36ft x 40ft pharmacy occupies a corner site in the large shopping centre which has some 120 units. The window on three sides seemed a boon at first until it was realised just how much effort was needed from the staff to keep the presentable.

Open-plan success

Now they may seek to reduce the window area, says the manager, Mr Barr Smith, who is also superintendent pharmacist of Mayfair Chemists (Salford) Ltd. Mr Smith runs the pharmacy with four women assistants, three of whom have been used to modernised premises and an open-plan layout. He maintains that they are all happy with the fitting because they look well, are functional for customers, and facilitate easy control.

The shop has sections for cosmetics, baby care, medicines, hair care, household goods, a men's bar, and a reception point for the dispensary. There are three islands, each made up of 15ft gondolas for deodorants, ladies' toiletries, diabetic lines, and slimming products, etc.

Nordia claim that their new equipment allows a standard of design and decoration previously available only with large and expensive installations. There is a wide choice of backings to the shelves which are of varying widths and angles, different drawers and a host of accessories for binning and display.

At the Salford pharmacy the wood finish counters blend with the panelling between units and ceilings. The vinyl floor tiles are blue, with an occasional grey and orange. Banks of lights are set on track lines, and those in the windows are backed by spotlights and fluorescent tubes.

Nordia 90 equipment, details of which were released only recently, can be seen at the company's showrooms in Raebarn House, Northolt Road, South Harrow, Middlesex, or at the headquarters of William Mason & Son Ltd, Gelders Road, Leeds.

PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Society joins BSI study on child-resistant containers

The British Standards Institution is to set up a specialist technical committee to study "methods of test for child-resistant containers". The committee will meet for the first time on March 29, under the chairmanship of Mr S. C. Jolly, acting director of the Pharmaceutical Society's Department of Pharmaceutical Sciences.

The move to set up the committee was made on February 24, it was reported to the Pharmaceutical Society's Council last week. A meeting had been held at the request of the Department of Health and the Society, at which the problem had been discussed of establishing acceptance criteria for containers and other kinds of packaging designed to reduce the risk of children opening them, while still providing easy access by adults and, particularly, by the elderly.

It was pointed out that whilst a measure of control of container design, particularly of the rigid container with closure, would make a very useful contribution to safety, other aspects of the problem of reducing the incidence of this kind of accident, such as safe storage away from children, were also important. It was also recognised that specification of detailed design of a British Standard would be an undesirable restriction of development at present, as various degrees of safety could be achieved in a multiplicity of ways. The subject could best be covered, in the longer term, by laying down, in the standard, principles of safe design for different kinds of packages, eg, plastic laminate flat packs, rigid screw-top containers, etc. Methods of test could be devised for those containers meeting the design criteria and acceptance levels laid down for each type.

In the meantime, however, a speedier means of assessing designs would be to have samples tested *en masse* by panels of children and adults, using a specific controlled procedure with levels of acceptability.

The BSI technical committee will be composed only of those directly concerned with the problem, and will produce a draft standard for development. This would commend methods and procedures to be applied in practice, over a reasonable period of trial, by the Department of Health and the industry, from which would arise a future British Standard. The initial consideration would be based on the approval scheme recently devised by the US Food and Drug Administration for closures on controlled drugs.

From the experience gained the committee would draw up principles of design, approval criteria and possibly at some later date, a list of approved designs which might be the subject of BSI kite mark approval.

The report of the meeting emphasised, however, that "even the short term approach presents many problems and

even though every effort will be made to achieve results quickly, it is not possible to give any 'completion date' at this early stage."

Implementing Noel Hall in Wales

In reply to inquiries from the Society, the Welsh Office had stated that "The implementing of the recommendations of the Noel Hall report in Wales is principally a matter for the Welsh Hospital Board. It is for the board to decide to give priority to the appointment of a regional pharmacist." The Society had drawn attention to the fact that the proposals for the reorganisation of the Health Service in Wales did not include provision for a regional tier.

The Welsh Office said that consideration was still being given to the functions which would be performed by area health authorities, the Welsh Health Technical Services Organisation and the Welsh Office. A decision on which authority could most appropriately take over responsibility for individual services provided by the board, including that of the regional pharmacist, would not be taken for some time.

It was also reported that as a result of concern expressed over discussions at the Welsh Office on matters pertaining to pharmacy at which no pharmacist had been present on the Welsh Office side, it had been decided that at any such meetings in the future a pharmacist from the Department of Health would attend.

The hospital practice subcommittee considered that every effort should be made to bring about the early implementation of the Noel Hall recommendations in Wales and that the reply from the Welsh Office was unsatisfactory.

The Practice Committee recommended that the Society should write to the Secretary of State for Wales emphasising its concern about the need for early implementation of the Noel Hall recommendations and asking for a meeting.

It was noted that all the firm proposals made by the Society with regard to the information to be given on data sheets under the Medicines Act had been accepted by the Department of Health. Council considered that that was a most satisfactory outcome of the representations made to the Department.

Mr J. Ferguson (an assistant secretary) explained the actions taken on the statement by Sir Keith Joseph, Secretary for Social Services, concerning hexachlorophane. The Society had been able to obtain an undertaking that a copy of the statement would be posted to all pharmacies and hospital pharmaceutical departments on the same day it had been made. The Society's statement had been prepared and a press release drafted as soon as the Society knew that an announcement was to be made. Boots' decision to take hexachlorophane-containing baby products off sale had become a news story which had received wide publicity.

Mr W. A. Beanland thought there was now a situation whereby hexachlorophane-containing preparations were not available from pharmacies but were widely available on free sale and display from other sources. Supermarkets were full of such preparations on open display. He felt that that was an anomaly which would reflect against pharmacists. Mr J. E. Balmford expressed the contrary view, that the action would reflect to the credit of pharmacists because the public would realise they were acting responsibly. If the members of the Society explained to the public why those preparations were not available and the fact that they had voluntarily withdrawn supplies, that would be to the profession's credit.

It was noted that a letter in the February issue of the Women's Institute magazine *Home and Country* had asked that members should be "given a warning" to check the numbers of tablets supplied on prescription. Noting that a strong reply had been sent to the editor of the magazine, the Organisation Committee drew attention to the fact that the Women's Institute had previously agreed to consult the Society on any matters affecting pharmacy. It was agreed to remind the Women's Institute of this undertaking.

Sir Keith at Conference

It was noted that Sir Keith Joseph had accepted an invitation to attend the opening session of the British Pharmaceutical Conference at Keele in September.

Mrs Estelle Leigh was congratulated on her election to the general purposes subcommittee of the home safety committee of the Royal Society for the Prevention of Accidents.

The Education Committee agreed a list of pharmaceutical establishments which were recommended for approval for the purposes of pre-registration experience.

A report was given of the meeting at which the vice-president (Mr J. P. Kerr), Dr W. R. L. Brown and Mr J. Ferguson had given evidence on pharmacists in the forces to the Defence Medical Services Inquiry Committee on February 14.

It was recommended that it should be made known to the Department of Health and to the British Medical Association that in the next printing of the monoamine-oxidase inhibitor treatment cards, the Society considered that pickled herrings should be added to the list of foods it gave.

LETTERS

No stamps

With reference to your Comment on trading stamps (February 26) I put a "free film" offer to the test. Typhoo Tea, a few months back, offered a "free film" for two coupons. A processing charge was requested.

The two coupons were sent off with the explanation that I did my own processing. No "free film" appeared (or explanation).

Keep out the stamps!

R. D. Gaiger
Sutton, Surrey

'Guilty' of caring

I refer to the letter "Whose Spokesman?" (February 19, p 234). It would appear that your correspondent Mr J. V. Tapster is somewhat peeved that my comments have been quoted in the national Press on a number of occasions recently on pharmaceutical topics. He insinuates that my interest in pharmacy is only of recent origin, and attempts to denigrate my attempts to raise the standard of our service to the public, by making false and misleading innuendos as to my motives.

If Mr Tapster had read the national dailies more carefully over the past five years he would have by now observed that my comments have been sought and published on a number of occasions, on subjects of pharmaceutical importance; if he had also during this period read his professional journals more carefully, again he would realise that I have on numerous

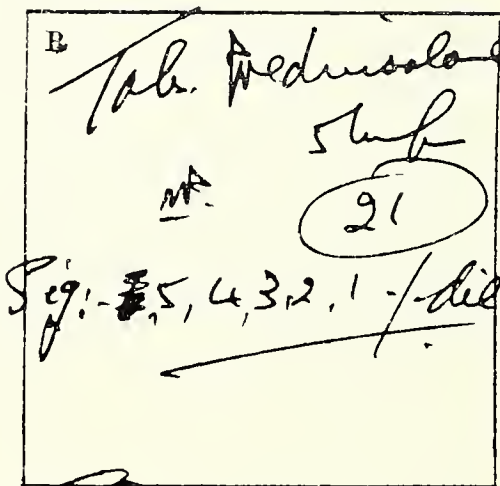
occasions attempted to put forward ideas for the betterment of our "lot". If this is what Mr Tapster calls "showbiz publicity" then I, together with numerous other pharmacists anxious about the future of our profession and our service to the public must be equally guilty.

Not knowing Mr Tapster personally, I am unable to judge whether or not his other remarks concerning the Department of Health were meant seriously; but I would advise him most earnestly that before he seeks the limelight again by attacking me publicly, he should ensure that his remarks are factual, and that his presentation is more precise.

Stanley Blum
London W11

Cure or kill

C&D readers may be amused by the labelling instructions on this prescription. With the current trend for patients to try to read their prescriptions before handing them in, a literal reading might cause the patient some alarm, writes the Kent pharmacist who dispensed it.



South East Metropolitan Branch, Pharmaceutical Society, and South East London Chemists' Association. Joint meeting with West Kent Branch, Wellcome Research Laboratories, Park Langley, Beckenham. "Migraine: cause and treatment."

Wednesday, March 15

Bournemouth Branch, Pharmaceutical Society, Medical Centre, Royal Victoria Hospital, Boscombe, at 1.15pm. Dr J. Stride on "Some geriatric mental disturbances." Main Committee Room, New Hospital, Poole, at 1.15pm. Dr A. Raikes on "Problems of development."

Chiltern Region, Pharmaceutical Society, Department of Pharmacy, Chelsea College, Manresa Road, London SW3, at 7.30pm. "Bioavailability of drugs—influence of formulation (lecture course)."

Colchester Branch, Pharmaceutical Society, Red Lion hotel, High Street, Colchester, at 7.30pm. Annual dinner and dance.

Hounslow, Wembley and West Middlesex Branches, Pharmaceutical Society, Osterley Motel, Great West Road, Isleworth, Middlesex, at 7pm. Dinner and dance.

Stockport Branch, Pharmaceutical Society, Deanwater hotel, Woodford, at 8pm. Informal supper dance.

West Hertfordshire Branch, Pharmaceutical Society, Factory Showroom, Vauxhall Motors, Luton, at 2.15pm. Works visit. (Also March 16.)

BOOKS

Surgical Dressings and Wound Healing. Edited by K. J. Harkiss. *Bradford University Press* in association with *Crosby Lockwood & Son Ltd*, 26 Old Brompton Road, London SW7. 8½ x 5½ in. Pp 153. £2.50.

The basis of this book is thirteen papers presented by recognised authorities, British and American, at a symposium held at the University of Bradford in 1970.

There are chapters on the development of standards, the testing and the sterilisation of dressings. A regional supply service is described and the influence of dressings on healing is discussed.

Other sections deal with human and animal studies of repair processes and how they are affected by dressings. Skin sensitisation and toxicological problems are elaborated on and the final chapter outlines recent developments.

The Complete Guide to Retail Management. Alan Fiber. *Penguin Books Ltd*, Harmondsworth, Middlesex. 7 x 4½ in. Pp 320. £0.50

"If you can't beat them, join them" is a well-worn cliché today, but it is nonetheless true in retail business. Independents have seen the large multiples grow from strength to strength, their secret being that they adopt modern management techniques usually following on after an investigation team have studied the situation. The techniques employed and forward planning done by successful businesses form the subject matter of Alan Fiber's manual in the Pelican series.

Included are chapters on finance, market research, buying, stock management, shop layout and legal matters.

COMING EVENTS

Sunday, March 12

South Wales Area, National Pharmaceutical Union, Park hotel, Cardiff, at 3pm. Meeting addressed by Mr D. N. Sharpe, and Mr A. G. Trotman, on "Feasibility study of a voluntary trading organisation."

Monday, March 13

Harrow Branch, Pharmaceutical Society, Northwick Park Hospital, Watford Road, Harrow, at 8pm. Dr Davis on: "Pharmacy—national and international."

Physics Exhibition 1972, Alexandra Palace, Wood Green, London N22 (until March 16).

South East Region, Pharmaceutical Society, Post-graduate Medical Centre, Mayday hospital, Croydon at 7.45pm. Dr Thrower on "Prostaglandins."

Sunderland Branch, Pharmaceutical Society, Sunderland Polytechnic, at 8pm. Quiz night.

Tuesday, March 14

Isle of Thanet Branch, Pharmaceutical Society, Endcliffe Hotel, Margate, at 7.45pm. Annual meeting. Lt Cdr Bailey on "Gold."

Lanarkshire Branch, Pharmaceutical Society, Nurses Recreation Hall, Strathclyde Hospital, Motherwell. Mr A. G. Morris on "Professional general practice pharmacy in Colchester."

Thursday, March 16

Anglia Region, Pharmaceutical Society, School of Pharmacy, Brunswick Square, at 8pm. Refresher course, "The Medicines Act and Misuse of Drugs Act. How it affects the pharmacist. And Post-graduate Medical Centre, Colchester "Skin diseases and their treatment. Topical steroids in practice."

Lincoln Branch, Pharmaceutical Society, Eastgate hotel, Lincoln at 8pm. Annual General Meeting.

Pharmaceutical Society, 17 Bloomsbury Square, at 7pm. Mr F. J. M. Reynolds and Mr J. C. Barfield on "The use of drugs in the coronary care unit."

School of Pharmacy, 29-39 Brunswick Square, London WC1N 1AX, at 5.30pm. Two lectures on "Some aspects of natural product chemistry by Professor D. H. R. Barton. Second lecture Friday, March 17 at 5.30pm.

Worthing Branch, Pharmaceutical Society, Burlington hotel, Worthing, at 8pm. Miss H. E. Anderson on "Medical appliances and their practical use."

Friday, March 17

Fife Branch, Pharmaceutical Society, Golden Acorn Hotel, Glenrothes at 8pm. Informal dance.

Saturday, March 18

The Square Association, Hanover Grand, Hanover Street, at 7.30pm. Sessional Ball 1972.

MARKET NEWS

Little activity during week

London, March 8: There was little interest in any of the markets during the week and both crude drugs and essential prices were little changed.

Easier again were gentian root, Matto Grosso ipecacuanha, Brazilian menthol, zoin and dandelion root. Belladonna was dearer.

Chinese peppermint oil was not quoted the spot and shipment was up £0.10 at £2.30.

Some imported antibiotics have shown substantial fall—penicillin VK, for instance, is currently being quoted at around 1 kg.

Pharmaceutical chemicals

Ascorbic acid: In 12-ton lots, delivered, per metric ton, BPC glacial £87.50; 90.5 per cent technical £80; 80 per cent grades pure £76.50; technical £50.

Acetomenaphthone: 100-kg lots £5.62½ kg. **Alcohol:** (Per proof gal). Ethyl, fermentation 2,500 bulk gal lots—SVR doubly rectified 96.1 per cent £0.303; absolute 99.9 per cent £0.315. **Drugs:** 900 gal minimum respective prices are £17, £0.329; Synthetic grades are 96 per cent, £2.33 and 99.9 per cent, £0.245 in tank wagon; £0.247 and £0.259 in drums for 900-bulk gal; Australian grade 95 per cent £0.164 in bulk and £0.178 in drums.

Monium bicarbonate: £55 metric ton delivered; bonate lump and powder £88.20.

Ascorbic acid: £2.36 kg; 5-kg £2.33 kg; sodium ascorbate plus £0.23; coated plus £0.10.

Ascorbic acid: One-metric ton lots £30.42 kg.

Ascorbic acid: BP grades, per metric ton, in paper bags delivered: granular £75, crystals £100; powder £86; extra fine powder £86. Technical grades £20 per ton.

Ascorbic acid: BP grade per metric ton: granular £140; crystals £140; powder £110; extra-fine powder £4 in paper bags, carriage paid. Technical is £1 per 1,000 kg less than BP grades.

Ascorbic acid: (50-kg) Anhydrous and hydrate £1.78 kg. **Ascorbic acid:** BP grade £280 metric ton for 250-kg.

Ascorbic acid: BP precipitated £49 per 1000 kg.

Ascorbic acid: 250-kg lots £0.63 kg.

Ascorbic acid: 250-kg £412 per metric ton.

Ascorbic acid: £5.23 kg; 25-kg, £5.18 kg.

Ascorbic acid: metric ton. £709 for 100 kg lots.

Ascorbic acid: £75 per 100 g.

Ascorbic acid: Suspension 20 per cent £16.73 kg.

Ascorbic acid: BP granular hydrous per metric ton 100 kg lots, £337; 250-kg £325; 1,000-kg £313. **Ascorbic acid:** £358, £346, £334 respectively. Premium powder £10.

Ascorbic acid: acetate £0.25 per g.

Ascorbic acid: up to 200-g lots £2 per g.

Ascorbic acid: 5-kg lots £62.50 kg.

Ascorbic acid: Up to 25-g lots £2.60 per g.

Ascorbic acid: 5-g lots £3.20 g.

Ascorbic acid: Hydrobromide £98.53 kg.

Ascorbic acid: hydrochloride £375 kg;—bismuth iodide £2.50.

Ascorbic acid: (25-kg per kg) alkaloid £11.64; hydrochloride £9.25; sulphate £9.50.

Ascorbic acid: Anaesthetic BP—2-litre bottles £0.87 each under 350 litres; £0.81 for over 350 litres; 5-kg drums £0.41 kg for 500-kg lots. Solvent BP per metric ton in drums from £294 for 500-kg lots in 16-kg drums down to £266 in 130-kg drums; 250-kg from £304 to £276.

Ascorbic acid: £628 metric ton in 50-kg lots.

Ascorbic acid: In kegs £0.46 kg.

Ascorbic acid: 1-kg £32; 50-kg £28.29.

Ascorbic acid: 1,000-kg lots £1.62 kg.

Ascorbic acid: (Per metric ton in 10-ton lots), mono-

Ascorbic acid: hydrate powder £83.70; anhydrous £156; liquid

Ascorbic acid: Baumé £69 (5-drum lots).

Hydrocortisone: Acetate or alcohol £0.25 g.

Hydrogen peroxide: 35 per cent, £130 per 1,000-kg.

Hydroxocobalamin: £5.25 per g.

Ichthammol: 1,000-kg lots £0.52 kg.

Iodides: (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg).

Iron ammonium sulphate: 100-kg £205 per metric ton.

Iron and ammonium citrate: (per metric ton) granules, 50-kg lots £650 1-ton £620. Scales 50-kg £820; 1-ton £790; green £830.

Iron phosphate: £470 for metric ton 50-kg lots.

Lactic acid: £570 metric ton for 50-kg lots.

Mercurochrome: £7.95 per kg.

Mersalyl: Acid £15.75 per kg; sodium £21.50.

Methylated spirits: In 45-gal drums minimum 900 gal, delivered, industrial 66 op £0.308 per bulk gal; perfumery quality £0.359; mineralised 64 op, £0.322. In tank wagon, 2,500-gal, the rates are: £0.308, £0.359, and £0.30 respectively.

Nicotinamide: (Per kg) 1-kg £2.12; 25-kg £2.07 50-kg £2.02.

Nicotinic acid: (Per kg) 1 kg £1.93; 50-kg £1.83.

Oleic acid: BP is £206.70 per metric ton delivered.

Oxalic acid: 20-ton lots about £170 metric ton.

DPanthenol: £9 kg; 5-kg £8.50 kg.

Paracetamol: 1-metric ton lots £1.17 kg; 5-ton £1.14 kg. For direct compression £1.27 and £1.24 kg respectively.

Parachloro-meta-xylene: 50-kg lots £0.90 kg.

Paraffins: (minimum 1-ton lots) liquid-BP £0.552 gall; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477, Jelly-soft white BP £95 ton; yellow BP £85.

Phenitane: 25-kg lots £3.93 kg.

Phenolphthalein: 250-kg lots £0.94 kg.

Potassium citrate: £353 per metric ton.

Potassium permanganate: BP £0.22½ kg technical £0.21½.

Pyridoxine: £6.15 kg; 25-kg £6.05 kg.

Pyrogallol acid: Pure 500-kg lots £4.73 kg.

Quinidine: Alkaloid (5-kg lots) £42.90; sulphate (50-kg) £39.

Quinine: (Per kg in 85-kg lots) Alkaloid £25.89; bisulphate £19.85; dihydrochloride £25.38; hydrochloride £24.80; sulphate £21.34; hydrobromide (15-kg) £25.70.

Riboflavin: £14.16 kg; 25-kg £14.06.

Saccharin: BP Powder 1 lb and over £0.85; soluble £0.77½ lb.

Salicylamide: (Per metric ton) 5-ton lots £700; 1-ton £710; ½ ton £720.

Salicylic acid: per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470.

Sodium benzoate: One-metric ton lots £28.33 kg.

Sodium bicarbonate: BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.

Sodium carbonate: 98-100% in 1-cwt bags from £23.47 long ton delivered in 8-ton lots.

Sodium chloride: Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works.

Sodium citrate: £313 per metric ton.

Sodium perborate: (Per 1,000 kg) monohydrate £283.50—tetrahydrate £139.

Sodium percarbonate: (Per metric ton) £163.

Sodium potassium tartrate: £295 per metric ton.

Sodium salicylate: 1,000-kg lots £0.50 kg.

Sodium sulphate: BP from £35 to £40 per metric ton as to crystal, BP exsiccated £60 ton.

Sodium thiosulphate: £44 per metric ton.

Sorbitol: Powder £335 metric ton for over 250 kg.

Stilboestrol: BP in 25-kilo lots £33 kg.

Streptomycin: Sterile base or sulphate £15 kg for 25-kg lots.

Tannic acid: 500-kg fluffy £1.35 kg; powder £1.33.

Tartaric acid: (Per metric ton) 50-kg lots £422; 250-kg £417; £408 ton.

Theobromine: Alkaloid £13.50 kg delivered.

Theophylline: (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2.23 kg.

Thiamine: Hydrochloride and nitrate £7.55 kg; 5-kg £7.52 kg; 25-kg £7.50.

Thymol: In 1-ton lots £2 per kg.

Vitamin A: Oily 1 m iu per g £6.68 kg; 5 kg £6.58 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu, £4.90.

Vitamin D: Powder for tableting 850,000 iu per g, £17.81 kg; 5-kg £17.75 kg.

Vitamin E: (per kg) £9.25; 5 kg lots £9.15; 25 per cent dry powder £4.29 and £4.69 respectively.

Crude drugs

Aconite: Spot £1,050 metric ton; £1,050. cif.

Agar: (lb) Kobe No 1 £0.85 cif; European £0.73.

Aloes: (metric ton) Cape primes £230 spot; £215 cif. **Curacao** £790 spot; £750 cif.

Balsams: (lb) **Canada:** £1.80 spot; shipment £1.75

cif. **Copaiba:** BPC £0.50; Para £0.40. **Peru:** £1.15

£1.10, cif. **Tolu:** BP £0.70.

Belladonna: Leaves £0.15 lb spot and cif. herb

£0.11 spot, and cif; root £0.12 spot; £0.11, cif.

Benzoin: BPC, £36.50 cwt; £32-£33, cif.

Buchu: Spot rounds £1.40 lb.

Camphor: BP natural powder £1.25 kg spot; £1.05, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cardamoms: (Per lb cif) Alleppy greens No 1, £0.75 prime seeds £1. Ceylon No 1 £1.10.

Cascara: Spot £325 metric ton; shipment £305, cif.

Cassia: Lignea, whole nominal.

Chamomile: Hungarian £0.45, lb.

Cherry bark: spot £0.20 lb; £0.17, cif.

Chillies: Zanzibar £575 ton spot.

Cinnamon: Seychelles bark £295 ton, cif. Ceylon quills four O's £604.80, quillings £324.80.

Cloves: Madagascar £1,450 metric ton, cif.

Cochineal: Tenerife black-brilliant £6.25 kg spot; Peruvian silver grey £5.20, cif.

Cocillana: Spot £0.35 lb.

Colocynth pulp: Spot nominal; £650, cif.

Dandelion: Root £440 metric ton spot; £410, cif.

Ergot: Nominal.

Gentian: Root £430 per metric ton spot; £410, cif.

Ginger: (ton) **Cochin** £205, cif. **Jamaican** No. 3 £1,050 spot; £850, cif. **Nigerian** split £160, cif; peeled £300 spot, £260, cif.

Gums: **Acacia:** Kordofan cleaned sorts £295 metric ton spot; £265 cif. **Karaya:** No. 2 faq £451 cwt spot. **Tragacanth:** No. 1 spot £270, No. 2 £230.

Honey: (ton) Australian light amber £252; medium £240. Canadian £290. Mexican £246. Chinese £190.

Hydrastis: £1.85 lb spot; £1.80, cif.

Ipecacuanha: (Per lb) Matto Grosso £2.75 spot; £2.60, cif. Costa Rican £2.40 spot; £2.25, cif.

Jalap: Mexican 15%, resin £850 metric ton, cif.

Kola nuts: West African halves £90 metric ton spot; shipment £75, cif.

Lanolin: Anhydrous BP minimum 1,000 kg £317 £415; cosmetic grade £430.

Lemon peel: Spot £220 metric ton; £190, cif.

Liquorice root: (metric ton) Chinese £110. Russian £95. Spray-dried powder £396, delivered. Block juice £431.50.

Lobelia: American herb £785 metric ton spot; £760, cif.

Lycopodium: Indian £2.10 lb spot; £1.75, cif.

Mace: Grenada £0.35 lb, fob.

Menthol: (kg) Chinese spot £6; shipment £5.95, cif. Brazilian spot £4.60; March-April £4.30, cif.

Mercury: Spot £212 per flask of 78 lb.

Nutmeg: (Per ton, cif), Grenada: 80's £580; sound unassorted £430, defectives £372, all cif.

Nux vomica: Spot nominal; shipment £100 metric ton, cif.

Pepper: (ton) Spot Sarawak black £380; white £480.

Pimento: £890 ton, cif.

Podophyllum: Nominal.

Quillaia: Nominal.

Rhubarb: From £0.30 to £1.50 lb.

Saffron: Mancha superior £82-kg.

Sarsaparilla: Spot and cif nominal.

Seeds: (ton) **Anise:** China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £390. **Celery:** Indian £360; shipment £285, cif. **Corlander:** Moroccan £77, cif. **Cumin:** Indian £235, cif. **Dill:** Indian £130, cif. **Fennel:** Indian £165, cif. Chinese £120, cif. **Fenugreek:** Moroccan for shipment £63, cif. **Mustard:** £60, £120.

Senega: Canadian £1.60 lb spot; £1.55, cif.

Senna: (lb) Tinnevely No. 3 faq leaves £0.06½; pods, hand-picked £0.11½; manufacturing £0.08½; Alexandria h/p £0.57-£0.65 ex wharf; manufacturing cleared.

Squill: White spot £260 metric ton; £250, cif.

Styrax: £1.12½ lb spot; £1.10, cif.

Tonquin beans: Para £0.37 lb spot; £0.32, cif.

Turmeric: Madras finger £160 ton; £135, cif.

Valerian: (metric ton) Continental £285; £275, cif; Indian £290 spot; £280, cif.

Waxes: (ton) **Bees'** nominal; **Candelilla:** £570 spot; £540 cif. **Carnauba:** fatty-grey £375, £345, cif prime yellow £725 spot; £685, cif.

Witchhazel leaves: Spot £0.30 lb; £0.27 cif.

Essential oils

Almond: Drum lots £0.60 kg.

Amber: Rectified spot £0.33 kg.

Anise: Chinese £1.40 kg spot; £1.30 cif.

Orange: Sweet £0.54 kg spot; bitter from £3.15.

Palmarosa: £7.50 kg spot, £6.50, cif.

Patchouli: Spot £3.86-£4 kg.

Pennyroyal: £2.50-£2.70 kg to arrive.

Pepper: English distilled ex black £32.50 kg.

Peppermint: (Per kg) Arvensis Chinese, no spot; £2.30, cif; Brazilian £1.75 spot; March-April £1.62½, cif; April-May £1.58. American piperata from £3.85.

Petitgrain: £2.80 kg spot; £2.65, cif.

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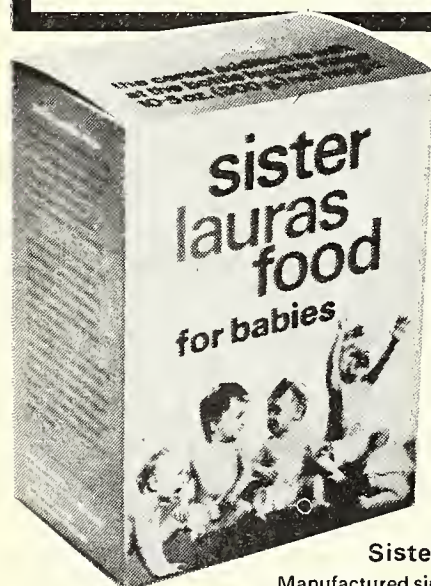
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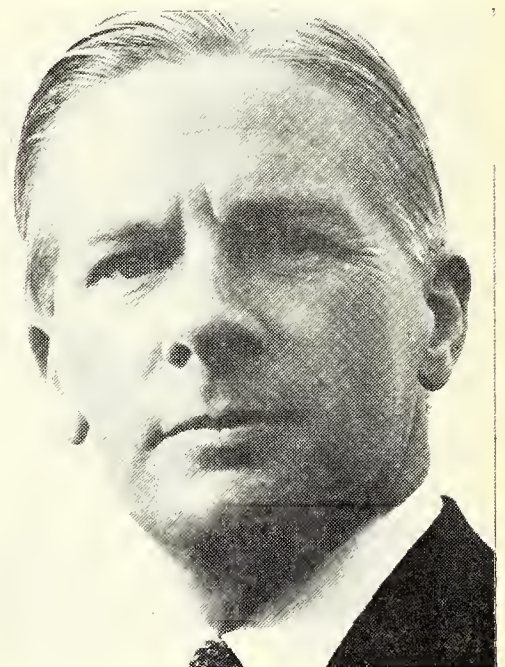
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Member Audit Bureau
of Circulations**A Benn Group Journal**

Mr George Teeling-Smith, director of the Office of Health Economics, said on Tuesday that outside pressures on the pharmaceutical industry may now no longer be acting in the public interest (see p 392)

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Oxygen service 'breaking down' —contractors

The Central NHS Committee has expressed "considerable anxiety" about the danger of a complete breakdown in the oxygen therapy service "because of the dwindling number of contractors willing to make the financial sacrifice its operation entails".

And at its next meeting, the committee will look into the advantages of pressing for an entirely separate oxygen service—probably one costed separately from the other pharmaceutical services.

After considering the revised terms of payment for providing the service in Scotland, and figures provided by consultants, the committee decided to prepare a draft claim to be put before the Department.

Further report of the meeting, p 389.

'Lessons' from IV fluid inquiry

No explanation was forthcoming earlier this week about the delay in the statement promised by Sir Keith Joseph, Secretary for Social Services, on the Government inquiry into the production of Evans Medical Ltd's intravenous fluids (C&D, March 11, p 326).

In the Commons on March 9 Sir Keith said that he hoped to have a decision on the inquiry by the beginning of this week. He was also contemplating a further inquiry on a wide-ranging level "into lessons we must learn from this episode or the inspection processes".

As an interim measure, an embargo was placed on the use of all infusion and lavage solutions made by Evans Medical Ltd. Production of the solutions at their Speke, Liverpool, factory is at a standstill. The embargo also includes certain batches of Sterivac fluid made at Speke for Allen & Hanburys Ltd during one period in 1970 and since the beginning of this year.

Following the ban on the products, certain hospital groups experienced difficulties in meeting IV fluid demands.

Special transport arrangements overcame the difficulties and a Department of Health spokesman has said that there are now ample supplies available nationally.

Both Boots Co Ltd and Bax-

ter Laboratories have boosted production to meet extra demands and Baxter Laboratories set up a special operation room to deal with inquiries.

Sir Keith stated last week that Government inspector had established that there was a fault in one of six autoclaves used by Evans Medical for production. From time to time the automatic gearing on the autoclave had gone wrong and it was operated by hand. It was during one such time that the fault had occurred.

On Tuesday the company stated that 298 bottles and 14 empties out of the original 510 had been recovered. Sir Keith Joseph said in the Commons earlier that it was probable that a lot of the bottles had been used.

Two-thirds of 155 bottles examined in one laboratory were clear on visual inspection and samples taken on culture showed no bacteria.

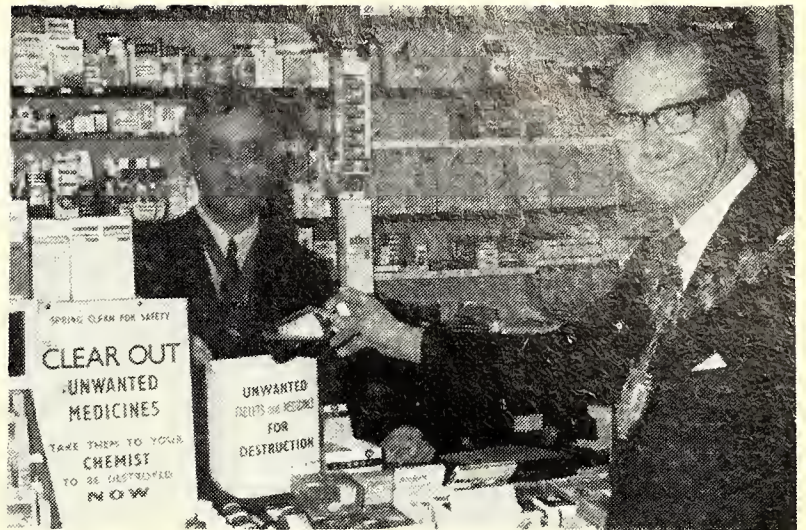
Dr P. D. Meers of the Plymouth Public Health Laboratory said that at least five different strains had been isolated, some were klebsiella-like and there was a Gram positive rod species.

Because of difficulty in precise identification a computer was being used. He thought that under normal circumstances (not injected into the blood) they could be classed as non-pathogenic.

Colloid advances predicted

The time is now right for significant advances to be made in studies of the properties and behaviour of colloids, says a panel of the Science Research Council in a recent report.

The panel summarise their discussions on the state of today's knowledge of the chemistry, physics and theory of colloids and its application to biological and industrial problems. Anticipated advances and problems which require



The Croydon Branch of the Pharmaceutical Society is currently organising a "Don't Hoard Medicines" campaign. In the picture, the Mayor of Croydon, Councillor R. Willis, hands over his unwanted medicine to Mr I. S. Benjamin, chairman of the Branch, at his local pharmacy

urgent attention are described.

The SRC believe that there are fewer people leaving universities and colleges with colloid research experience than there are scientists in industry who have to tackle problems in this area. A recommendation is made that special SRC support should be given to research and education into colloidal dispersions. ("Colloid Science." Free from SRC Council, State House, High Holborn, London WC1R 4TA).

Sales up in January

The value of average weekly sales by chemists, and photographic goods dealers during January was 13 per cent higher than in the corresponding month a year earlier, according to figures issued by the Department of Trade and Industry.

The multiples showed an advance of 18 per cent; independents were 10 per cent ahead and the Co-operatives 1 per cent. Actual indices (on the basis 1966 = 100) were:

All chemists, etc	129 (+13)
Independents	121 (+10)
Multiples	142 (+18)
Co-operatives	97 (+1)

The figures do not take into account receipts under the National Health Service.

Hexachlorophane: Society on TV

The Pharmaceutical Society's attitude towards hexachlorophane, preparations was described to viewers during the ITV programme "Tea Break" on March 10 by Mr John Ferguson, an assistant secretary of the Society.

He reiterated the Council's recommendation to pharmacists to segregate stocks of those preparations and to advise customers to seek medical advice. Mr Ferguson also emphasised the advantages of hexachlorophane containing products when they are used correctly.

'Pyramid selling' denied

High Court petitions to wind-up Koscot Interplanetary (UK) Ltd and an associated company, Koscot AG will be heard on June 13.

When the petitions were mentioned to Mr Justice Megarry on Monday they were adjourned until April 17 for the companies to complete their evidence. At the adjourned hearing the court will give directions as to the procedure to be adopted for the substantive hearing.

The petitions have been presented by the Department of Trade and Industry "in the public interest". They resulted from a six-month investigation of the Koscot Interplanetary (UK)'s business which, the Department alleges, involves "pyramid selling"—the creation of a sales force by the sale of franchises.

The companies claim that the business is the sale of cosmetics.

Hospital salaries meeting

A meeting of the Pharmaceutical Whitley Council Committee has been arranged for April 19 to discuss the Guild's recent salary claim (C&D, February 26, p 254).

Good response to 'double tax' protest—NPU

The National Pharmaceutical Union report that they are "extremely pleased" with results so far from their appeal to members to write to their MPs protesting against possible "double taxation" following the introduction of Value Added Tax (*C&D* January 22, p 90).

It is understood that a large number of MPs have indicated that they are sympathetic to the proposal that there should be relief on stocks on which Purchase Tax has been paid at the time of the VAT introduction.

At the same time, the NPU are advising members that if representations to the Government about "double taxation" are successful it will be important that the retailer knows the value of his stock prior to the imposition of VAT so that he can produce corroborative evidence when claiming relief. Accordingly, they recommend that members have a stock check carried out before the end of this year.

In the same context, the Ulster Chemists' Association have advised that "in the absence of assurances regarding relief in respect of purchase tax paid on stock in hand at the changeover date, members should allow stocks to run down, so as to avoid double taxation".

Six Labour backbenchers have tabled a Parliamentary motion regretting "the failure of the Government to assure the retail trade that a refund of purchase tax will be made prior to the introduction of Value Added Tax."

Imipramine claim altered

Imipramine is not to be withdrawn from the prescribing list of Australian doctors. The announcement was made last week by the chairman of the Australian Drug Evaluation Committee which had met to consider a claim by Dr W. McBride that the drug was teratogenic (*C&D*, March 11, p 325).

The chairman said that all doctors would be advised of the dangers of prescribing any kind of drug during pregnancy.

Dr McBride corrected an earlier statement. He now said that he knew of only one mother of a deformed baby

who had taken the drug in pregnancy. Two others previously mentioned had taken amitriptylene, not imipramine.

He criticised the way the Evaluation Committee had come to its decision and thought that all drugs in the tri-cyclic antidepressant range were dangerous in the first trimester.

On March 10 the Australian Minister for Health said that manufacturers of imipramine and similar antidepressants would be asked to include a warning in product literature.

All doctors and health authorities were being told that safe use of the drug during pregnancy had not been established. The potential benefits in prescribing it had to be weighed against the possible hazards.

Drug store or pharmacy?

Would a young person be better advised to invest in a drug store than to qualify as a pharmacist? That question was debated at the February meeting of the Pharmaceutical Society's Bedfordshire Branch, when it was decided that, on balance, the answer was "no".

For the opposition Mr L. Robertson suggested that the motion pointed the way to easy money. But by making the effort to qualify, the young person who accepted the responsibilities the discipline imposes, would achieve a greater reward—"job satisfaction".

Price per unit—by order

A Bill seeking to give the Secretary for Trade and Industry power to order that goods shall be marked with the price per unit of measure, was introduced in the Commons on Tuesday.

Mr Patrick Cormack, introducing the Weights and Measures (Unit Pricing) Bill, claimed the effect would be to



A film crew spent a large part of a day recently at Scottish Colorfoto Laboratories, Alexandria, making a documentary film for the Confederation of British Industries. The film, which demonstrates the form and structure of the CBI and its functions, should be completed in a few months' time and will be sent all over the UK. In the picture above, Mr Hector Macdonald, assistant managing director, talks to Mr John Beattie, assistant secretary at the Scottish Office of the CBI, while filming proceeds in the laboratories

help the shopper get good value for money and strengthen competition. He cited the example of toothpaste tubes being marked in ml, g or cc quantities and said that unit prices on the pack should relate either to weight or to volume.

The Bill comes up for second reading on April 28.

Mrs Sally Oppenheim asked the Secretary for Social Services if he would allow NHS prescriptions for support stockings to be used in part payment for support tights. She said that "most chemists sell tights alongside support stockings" and the suggestion need not cost the NHS a penny. Mr Michael Alison, Under-secretary, refused the request, stating that tights and other such garments were liable to slip and were therefore not suitable as substitutes for surgical elastic hosiery when support is needed.

Mr Alison told Dr Shirley Summerskill that the desirability of legislation to prevent the public sale of pregnancy testing kits was a matter "being considered".

Sir Keith Joseph, Secretary of State, told Dame Patricia Hornsby-Smith that he was not aware of any adverse effects from the inclusion of dehumidifying agents in tablet containers. Dame Patricia had suggested these agents should be in sachets because of the danger that the elderly might mistake other forms for the tablets prescribed. Sir Keith said he would arrange for discussions with the pharmaceutical industry.

Look out for stolen drugs—police plea

Drugs "not of the type used as pep pills" to the value of £2,400 were stolen last weekend from the pharmacy and wholesale business of C. M. Ogle, High Street, Pershore, Worcs.

The drugs involved are of the type that can only be sold back through the trade and the West Mercia police therefore ask *C&D* subscribers to assist by keeping a look out for them.

Any chemist having the following drugs offered for sale "on the cheap" is asked to contact his nearest police station:

Stemetil 5mg 250's; 25mg 50's, 500's. Surmontil 25mg 50's, 500's; 50mg 50's, 500's. Sulphatriad 100's. Mysterclin tablets 100's, 500's; capsules 100's. Septrin tablets 500's. Floxapen tablets 100's. Magnapen tablets 20's, 100's. Aldomet 125 mg 100's; 250mg 500's; 500mg 500's. Indocid tablets 500's.

Penbritin capsules 250mg 100's, 500's; 500mg 100's. Alupent tablets 250's. Alupent Expect tablets 250's. Dulcolax tablets 200's, 1,000's. Bisolvon 250's. Bisolvomycin 20's Butazolidin 100mg 100's, 1,000's; 200mg 100's, 500's. Butazolidin Alka 100's, 500's. Parazolidin 100's, 500's. Tanderil 100's, 500's, Tofranil 10mg 500's; 25mg 100's, 1,000's Deltacortril 500's.

Diabetics taken off oral therapy

Treatment with oral hypoglycaemics need not necessarily be permanent, according to doctors at the Whittington Hospital, London.

They conclude from their work that even when tablet therapy has been found necessary for a diabetic, following a poor response to simple dietary restrictions, the dose can then sometimes be reduced and discontinued if normoglycaemia is maintained.

Writing in last week's *British Medical Journal* Mr A. M. Tomkins and Dr A. Bloom describe how 62 patients were given placebos in place of hypoglycaemic agents. In 31 per cent of the patient's blood sugar control remained unchanged during the six months of the trial. Normal therapy was resumed for the remaining 9 per cent after relapse.

The mean age of the patients was 58.7 years and all had been maintained on oral therapy because they had failed to respond to diet alone when first diagnosed. The mean duration of tablet treatment was 8 years.

Should hyperglycaemia subsequently recur after treatment has been discontinued it seems reasonable to reintroduce tablet therapy at the previous effective dose level, they suggest.

They also state: "There is no firm evidence that insulin is more or less effective than oral therapy in preventing the degenerative complications in diabetics who cannot be controlled on simple dietary restriction."

Pill swoppers—parents at fault

Children in York are raiding their parents medicine cabinets for tablets and then swapping them among themselves.

Such "pill swapping" parties have resulted in a boy being admitted to hospital as an emergency case, reports *The Times*.

Unless the practice stops someone may die, stated Dr John Seymour-Shove, consultant psychiatrist in charge of the York drug treatment centre at Clifton Hospital, in an interview.

He said that the habit was fashionable among the 13 to 15-year-olds and the blame must be put on parents for not keeping prescribed drugs under lock and key.

COMPANY NEWS

Macarthy's keep up growth

An extraordinary meeting of Macarthy's Pharmaceutical Ltd on March 9 passed resolutions increasing the authorised share capital and approving the capitalisation of reserves to enable a one-for-one scrip issue to be made. Renounceable certificates will be posted March 24.

The chairman stated that the rate of growth in turnover reported in the interim statement (*C&D*, February 5, p153), had been fully maintained and that the company had been able to provide a full service to its customers throughout the recent power crisis.

Barclay have 71pc of Bellair

The offer made by Barclay Securities Ltd for Bellair Cosmetics Ltd (*C&D*, January 22, p92), has now been declared unconditional. Barclay now own 71.6 per cent of the capital. The offer remains open.

Seton win Spanish case

The Seton Group have won a long drawn out legal battle in the Spanish Supreme Court. The case was brought in 1969 by Seton who alleged that the defendants, Laboratorios Farmacologicos Mesegeur, SL, had infringed copyright on their trademark Tubigrip. In reaching their verdict, the Spanish court ordered the defendants to pay all costs.

Jeyes seventh record year

For the seventh year in succession, Jeyes Group Ltd achieved new all-time records in terms of sales and profits in 1971. Total sales reached £17.96m, an increase of 20 per cent over the previous year; profits before tax were up 7 per cent to £902,275, and profits after tax were £557,145, an improvement of 11 per cent.

Total dividend for the year



Mr R. K. Cain, the Wellcome Foundation's resident manager in Japan, is seen greeting Her Imperial Highness Princess Chichibu at the Wellcome stand at the British Medical Exhibition in Tokyo, February 28-March 6

was 20 per cent against 19½ for 1970.

Commenting on the figures the chairman, Mr S. N. Steen, said that sales included a "substantial" figure for aerosols—approximately £5m. Aerosols had been a highlight and they now had production facilities second to none in Europe. Ireland has also proved a remarkable growth area in 1971.

There had been a shortfall on the "grocery" side of the business and margins had deteriorated.

Operations in the first quarter of the current year had been seriously affected by the fuel shortage.

He looked forward to entering the Common Market on two counts—selling Jeyes' products there and offering manufacturing facilities in Britain for Continental houses.

New warehouse for United Glass

A 133,000-sq ft building is currently being added to the existing 200,000sq ft of warehouse space at United Glass Ltd's Harlow, Essex, factory. The new warehouse, being constructed at a cost of £700,000 is of clear span design, offering freedom to make best possible use of available floorspace in stacking pallet loads of glass containers up to six or seven high.

Country-wide, United Glass has some 2½ million sq ft of covered storage space, making its warehousing operation among the largest of any kind in Europe.

While further new building as at Harlow is planned, the overall aim is not to step up total floorspace employed but—looking ahead—to fit still

more into existing space. Already floorspace utilisation has been almost doubled over the past four years through improvements in layout and handling practice.

With the Harlow extension—scheduled for completion in May—and further major projects planned, the company is moving progressively away from off-site warehousing in favour of holding stocks close to the point of production. A major point in determining this policy is that the country's motorway network is improving.

Continued growth by S & N

Smith & Nephew Associated Companies Ltd increased their operating profit by 10.4 per cent in 1971 to £7.29m compared with £6.61m in 1970. Sales at £61.06m were up by £4.92m over 1970.

Income from associated companies at £161,000, was down from £414,000. The contribution by British Tissues of £51,000 in 1970 deteriorated to a loss of £237,000 in 1971.

Profit before tax at £7.45m, however, was up £432,000 and after tax it rose by £538,000 to £4.73m.

Total recommended dividend for the year is 21.5 per cent (20¼ per cent).

In brief

Westons Chemists have acquired the pharmacy of A. R. Sandbach, 67 High Street, Biddulph, Stoke-on-Trent.

The British Export Board is to be renamed the British Overseas Trade Board.

PEOPLE

Mr Colin Muirhead, 25, recently appointed product manager of Lederle Laboratories was formerly an account executive with Intercon International Marketing Ltd. In December 1971, he won the Institute of Marketing Ofrex scholarship, awarded to final year diploma students on marketing. The award is a travel scholarship awarded to the student who submits the best paper/project, to be implemented during 4 weeks travel in the US. He will be carrying out his project this year.

Mr G. Wade has been granted the degree of MPhil by the Council for National Academic Awards for a thesis entitled "Adsorption from mixed surfactant solutions." The programme of research was carried out at the School of Pharmacy, Sunderland Polytechnic, under the supervision of Dr J. T. Pearson, principal lecturer in pharmaceuticals and in collaboration with Dr D. J. M. Robb of the Unilever Research Laboratory, Port Sunlight, Wirral. Mr Wade has now taken up a post at the Beecham Research Laboratories, Worthing, Sussex.

Appointments

E. Moss Ltd: Mr P. Talbot Harvey, MPS has been appointed to the board as a full director with particular responsibility in the buying and merchandising fields and Mr D. D. Watts, MPS has been appointed an executive director, with responsibility for retail branch operations.

Richardson-Merrell Ltd, Merrell division, have appointed Mr Jack Phillips, 29, their advertising and sales promotion executive.

Medical Surveys Ltd: Mr David Mitchell has been appointed senior research and client service executive for the company. He was previously head of marketing services at Parke-Davis & Co.

CIBA Laboratories have announced the following appointments in their marketing division: Mr Alan Briggs, FPS, DBA, now field services manager; Mr Jack Croy, MPS, recently returned from New Zealand, becomes marketing services manager; Mrs Eileen

Dixon, BSc, continued to deal with specific advertising matters and similarly Mr John Beck, BPharm, FPS, with audio-visual matters; and Mr Donald Whittaker, MPS formerly home sales manager, becomes export manager.

Radiol Chemicals Ltd have appointed to their sales team, Mr M. L. E. Perry (Yorkshire) and Mr M. MacNeill (Central Scotland).

Johnsons H.P.L. Ltd have appointed Mr I. W. Simpson to the board as group financial director.

Associated British Maltsters Ltd: Mr J. H. West has been appointed managing director of A. B. M. (Malting) Ltd in succession to Mr H. G. Gallaher who will be leaving the group shortly following a difference of policy thinking.

NEWS IN BRIEF

□ An exhibition of recent developments in shrink-wrapping equipment is to be held by Shrinkwrap Machinery Co Ltd at the Chewton Glen Hotel, New Milton, Hants, May 23-25.

□ Weekly sales by chemists and photographic goods dealers in December 1971 were 3 per cent higher than in the corresponding month of 1970, according to figures released by the NI Ministry of Commerce.

□ Surprise drug tests at a recent sports meeting produced 40 per cent positive findings, Professor A. H. Beckett said recently. He will be involved with tests at the coming Olympic Games and warned that they would be stringent.

□ A revised list of disinfectants that may be used in dealing with foot and mouth disease, fowl pest and animal tuberculosis, is contained in the Diseases of Animals (Approved Disinfectants) (Amendment) Order 1972, now operative (HM Stationery Office, price £0.10½).

□ The Therapeutic Substances (Supply of Antibiotics and Chemotherapeutic Substances for Agricultural Purposes) (Amendment) Regulations which come into force on March 21, extend the permitted sale or supply without prescription of animal feeding stuff containing virginiamycin to pork pigs, and containing flavomycin to calves. The Regulations (HM Stationery Office, £0.03), also increase the permitted levels of virginiamycin.

Topical reflections by Xrayser

NP labelling

I note that the details for NP labelling, (page 325), due to come into force on April 1, are those circulated in Scotland but it seems unlikely that there will be any significant differences in the arrangements for England and Wales. The word "automatic" has been applied to the scheme, but can scarcely be regarded as such, for the pharmacist will merely be accepting a printed instruction in place of a written one. All concerned have been working steadily, with mixed feelings, toward this end, and I see no reason to question the step on general lines.

One point does occur to me, though, and it is one to which I drew attention at the time of the changeover to metric dispensing. We have been instructed in certain circumstances to dilute medicines so that the dose is on 5ml spoonful. If for example, a 2.5ml dose is prescribed, is the pharmacist's duty to use equal parts of the medicine prescribed and a suitable diluent.

What, then, becomes of the instruction to write on the label the name used by the prescriber on the prescription? The arrangement is to apply to approved names, proprietary names, or BP, BPC or BNF titles. The instructions do not seem to have taken account of dilutions, nor to have given any advice on how to deal with a preparation which is no longer the original product, though that is, in fact, how the prescriber has named it. To be quite specific, a prescription today called for Actified Syrup with a 2.5ml dose requiring dilution to half-strength so that the dose became the standard 5ml. The doctor prescribed simply Actified Syrup.

The new instructions state clearly that the name written on the label will be that used by the prescriber on the prescription. But the contents could not be so labelled. How is such a situation to be handled? I should welcome advice in the matter, for uniformity in practice is desirable. Surely the point must have occurred to those framing the instructions. If so, what was the decision?

Dilutions

The fact is that the original decision to adjust volume automatically by diluting to 5ml doses was foreign to established practice. Experience has shown no advantages and very considerable disadvantages which were forcibly pointed out at the time of the change. The alternative of a spoon marked to indicate a half-dose, as distributed by certain manufacturers, is the obvious answer to what never needed to have caused problems in either dosage or labelling. Another time-consuming exercise is presented by having to explain why tablets marked Eraldin are labelled Practolol, and Metronidazole should be on the label on tablets embossed Flagyl. But that is not new, any more than "NP" itself. What gives food for thought is the acceptance of a now despised form of Latin abbreviation.

Contamination

There has naturally been national concern over the alleged contamination of intravenous fluids used at a hospital in the West Country. It is a hazard ever present in the long chain of preparation and administration by that route, and every possible care is taken to guard against such mishap. Investigation and inquiry will no doubt elicit the cause of the trouble, and will result in further safety precautions throughout the whole process from manufacture to administration.

NEW PRODUCTS AND PACKS

Prescription specialities

Prinalgin anti-rheumatism agent

Pharmaceuticals announce that they are now promoting their new analgesic Prinalgin (alclofenac), which is particularly indicated in the systematic treatment of rheumatic disease.

Proven in clinical trials to be as effective as agents as indomethacin and phenylbutazone in the relief of arthritic pain and impairment of joint function, Prinalgin has had no serious side effects in any of the 100 patients treated in clinical trials.

Prinalgin has not caused gastric erosions, blood abnormalities or liver damage and has no sedative actions.

Stocks are already held by most pharmaceutical wholesalers, except for the Sanger group.

Prinalgin is presented as 500mg tablets in containers of 100 (£2.26 trade) and 500 (30 trade) (Berk Pharmaceuticals Ltd, Station Road, Shalford, Surrey).

Perfumes and toiletries

Bristol-Myers test a deodorant

Bristol-Myers are test marketing Fresh & Dry Alpine in the Harlech and Yorkshire areas during the coming months. The basis is on a cool, fresh and feminine theme. The packaging theme is of delicate white flowers on a snowy white background; the fragrance carries fresh, lavender overtones and the total product concept again stresses the "naturalness" as so successfully applied to Fresh & Dry with Natural Herbs. Fresh & Dry is an anti-perspirant deodorant comes in 20g aerosol (£0.42) and a clear, non-oily, fast-drying 28cc roll-on (£0.32).

A television campaign will support the launch of the product in the Harlech and Yorkshire areas during April, May and June (Bristol-Myers Co Ltd, Stamford House, Station Road, Langley, Bucks).

Fabergé introductions

Fabergé announce a new 1½oz Brut spray (£1.50). Fabergé offer a new ochre water merchandiser holding 24 bottles, ready to sell in its own see-through box. The 24-piece promotion carries



a special bonus of one extra Brut spray lotion free.

The company has also introduced Tigress, Woodhue, Aphrodisia and Flambeau in a totally new fragrance form eau de parfum (£1.25) in a spray. The new black counter merchandiser, printed in gold, holds 12 slim frosted bottles, each boxed in rich velvet flock, with a see-through lid rimmed in gold. This promotion carries a special bonus of one free Tigress spray and one free Aphrodisia spray (Fabergé Inc, Ridgeway, Iver, Bucks SL0 9JG).

National launch for Cosmea

Elida Gibbs say that the Lancashire test market for their new intimate deodorant, Cosmea, is one of the most outstanding successes in the company's history, having become number two brand in the area in the first six months.

The product is now being launched nationally, receiving heavier advertising support than any other intimate deodorant, according to the manufacturers. Coming in two sizes, 50g (£0.30) and 120g (£0.45) the spray is claimed to be light and delicate and yet lasts throughout the day (Elida Gibbs Ltd, PO Box IDY, Portman Square, London W1).

Automatic lip gloss

Elizabeth Arden have launched Automatic Lip Gloss (£1.25) which is packed in a pink and gold case and operates like a Biro, with a brush which is twisted up carrying a bead of gloss for simple application. Clear and three colours are available: tawny, pink and berry (Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE).

Rubinstein's additions

Helena Rubinstein have announced four more preparations in their skin treatment ranges: New Skin Life Eye Pads (£2.20), saturated with herbal extracts, New Skin Balance Normalising Gel (£1.45), a clear astringent gel for use without make-up, under make-up or overnight to absorb oiliness, New Bio-Clear Medicated Mask (£0.70), an antiseptic facial mask that



deep-cleanses in 10 minutes while helping troubled teenage skin and New Bio-Clear Washing Grains (£0.85), a foaming friction-wash that cleans acne-prone skin.

For this summer, there are two new sun tan products, Sandy Tan (£0.85), with built-in sun filter, and After Tan Beauty (£0.90).

The company has also just launched Skin Dew Freshener and Toner, Herbal Lotion and Emollient Cleanser in larger economy 340cc sizes at £2.10, £2.05 and £1.65, respectively, as well as Apple Blossom fragrance in a handbag size perfume mist (£0.65) (Helena Rubinstein Ltd, 31 Davies Street, London W1).

Matching eyes and nails

The latest "look" from Miners is matching eyes and nails, with the introduction of five nail polish shades (£0.17) and new liquid eye gels (£0.25) in identical colours, red, green, magenta, yellow and blue (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey).

Dental care

A disposable toothbrush

A new disposable toothbrush with toothpaste in the bristles is now being marketed under the name of Toothy. The brush (£0.04) is intended as an extra aid to dental hygiene and does not replace the conventional type. Toothy brushes have polystyrene handles and nylon bristles and in addition to toothpaste a germicide and antiseptic are also incorporated in the head.

Packed in boxes of 100 assorted colours (blue, green, red and yellow) each brush is packed in a cellophane envelope. Toothy brushes are available in a standard pack or can be ordered (minimum quantity 30,000) printed with a company name as a promo-

Continued on page 380

Continued from p 379

tional item. The company suggest the brushes would make an ideal give-away item for hotels and airlines (Casey Tregard Associates Ltd, 20 Blackfriars Lane, London, EC4).

Gardening

Ciba-Geigy chemicals range

A new range of garden chemicals, to be sold under the brand name Gesal, has been launched by Ciba-Geigy (UK) Ltd. The range includes two lawn foods, Gesal lawn food and lawn food+3. Gesal lawn food is designed to feed the lawn continuously throughout the season, from just one application.

It contains, in addition to potash and phosphate, two sources of nitrogen. One is a soluble nitrogen which gives the lawn a quick initial tonic, the other a "slow release" organic nitrogen.

The product is packed in 2½lb sealed bags, each containing sufficient to feed around 25 square yards for a full season. It comes in 2½lb (£0.45), 5lb (£0.75) and 10lb (£1.40) cartons and 20lb bag (£2.60).

Gesal lawn food+3 is a combined lawn food and weedkiller. It also contains, in addition to potash and phosphate, a soluble nitrogen and a "slow release" organic nitrogen and three weedkillers, 2, 4-D and mecoprop which act through the leaf, and fenoprop which enters through the roots.

Gesal lawn food+3 is packed in 2½lb sealed bags, each containing sufficient to feed around 25sq yd for a full season. The product comes in 2½lb (£0.50), 5lb (£0.90) and 10lb (£1.60) cartons and a 20lb carry bag at £3.05.

Gesal plant spray kills on contact all major insect pests and may be used on all plants, trees, shrubs, vegetables and fruit growing out of doors. It contains diazinon and stays active for up to 14 days after spraying.

Gesal plant spray comes in a 150cc bottle (£0.35) to make up to four gallons.

Super Weedex is a heavy duty weed-killer that will kill existing weeds effectively and prevent further germination for up to twelve months. The product is designed for use on paths, drives, patios, tennis courts and similar uncultivated ground. No pre-clearing is necessary.

Two ingredients combine to make up the weedkiller—aminotriazole, which acts on the existing weeds through the leaf, and simazine, which remains in the top few inches of soil preventing further weeds from germinating.

There is also Weedex based on simazine and like Super Weedex it comes in cartons containing two (£0.35), five (£0.85), ten (£1.60) and 20 sachets (£2.95).

Gesal Sequestrene plant tonic is economical in use, since one application a year is normally sufficient. It comes packed in sachets containing the correct amount to dissolve in two gallons of water. The product is available in single sachets (£0.12), a five-sachet box (£0.50) and a 25-sachet box (£2.00) (Ciba-Geigy (UK) Ltd, Simonsway, Manchester 22. Distributors The Hand Tool Division of Wilkinson Sword Ltd, Sword Works, Southfield Road, London W4).

PROMOTIONS

Beecham presentation

Following a request from Elliott Godfrey (Chemists) Ltd, Beecham Products retail division invited 50 chemists and their assistants from the group's eight outlets to a presentation in Bayswater recently.

This gave the manufacturers the opportunity to explain the background of their marketing policy towards the introduction of New Bristow's "Shampoo and Conditioner in One" and Cool deodorant, as well as the established brand Body Mist. In more general terms, the importance of merchandising, particularly promotions, pricing and display, with the use of point of sale material were explored. This type of event, which includes a questions and answers session, is regarded as valuable by Beecham, enabling an interchange of ideas to take place in an informal atmosphere, and leading to a greater understanding of the customers' individual needs.

The same products as were highlighted at the presentation were the subject of a promotion carried out in co-operation between Beecham and wholesale chemists, R. A. Norris Ltd. In the four week period, New Bristow's shampoo sales rocketed 2.630 per cent over the level for the previous brand during the same month last year, more than 550 cases of Cool were sold and Body Mist aerosols reached levels greater than half of 1971's total figures.

The wholesaler's approach to marketing is pinpointed by managing director, Mr Tony Waring, who said: "The key to success for any wholesale operation is high turnover. To ensure this, it is essential for the wholesaler to go out and sell".

Ronson hairdryers

Between April and June, Ronson will be advertising their Escort, Rio and Rapide hairdryers in *Woman's Own*, *Petticoat*, *19* and *Honey*, emphasising the products as lightweight and easy to use, with the phrase "Your hairdryer is probably doing more for your muscles than for your hair" (Ronson Products Ltd, Randalls Road, Leatherhead, Surrey).

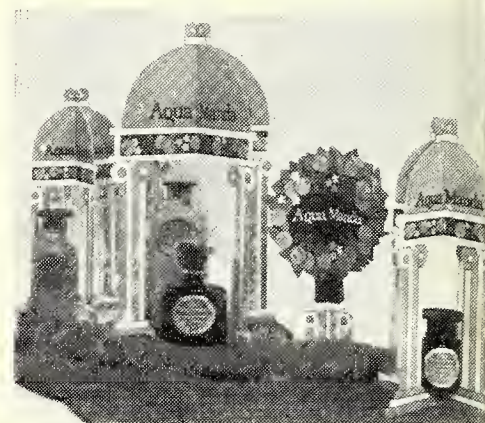
Gifts for retailers

Gerhardt are offering retailers free gifts of cuff links and "tie tacs" for quantity orders. One dozen Spraymate breath fresheners earn one tie tac, one dozen Spraymate plus one dozen Body Cool or one dozen Foot Cool or, alternatively, half a dozen of each of the latter, brings a pair of cuff links, while one dozen Spraymate, one dozen Body Cool and one dozen Foot Cool are awarded with both gifts (Gerhardt Pharmaceuticals Ltd, Thornton Laboratories, Purley Way, Croydon CR9 3BE, Surrey).

Orange gardens for Aqua Manda

From April onwards, most orders of Aqua Manda bath and bodycare products will come with the new display aids, to the theme of an orange garden.

Each parcel will contain two orange trees, two gazebo units for individual products, a large centrepiece gazebo unit, a price card and a strip of green towelling along with information intended to help the retailer to gain maximum effect from these displays. The campaign, supported by advertising in women's monthly national and Sunday newspapers, follows a 30 per cent increase in sales in 1971 according to the manufacturers (Gordon Ltd, Badminton Court, Amersham, Bucks).



Cosmea launch campaign

Elida Gibbs' new intimate deodorant Cosmea, is the subject of an £80,000 advertising campaign in women's magazines and Radio Luxembourg, beginning on March 20 and running continuously until the end of October. There will also be, towards the end of April, a full price refund offer featured in a leading publication (Elida Gibbs Ltd, PO Box 101, Portman Square, London W1).

Beauty assistants' competition

Syntex Pharmaceuticals say that interest in their beauty assistants' competition, open until April 10, has surpassed all expectations, with about 2,000 inquiries having been received to date. The contest held on a regional basis, carries five first prizes of £5 and 50 consolation prizes of transistor radios. Each entrant on application is sent a free two-day Syntex beauty treatment and a form on which she answers eight questions about the range of skin care products (Skin Care Division, Syntex Pharmaceuticals Ltd, St Ives House, Maidenhead, Berks).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eirann; CI = Channel Islands.

Anadin: All except G, E

Askit powders: Sc, G

Astral: Ln, M, Y, Sc, NE, A, B, G

Buttercup syrup: Lc, Y

Harmony Protein Plus shampoo and hairspray: All except E

Hedex: All except U, E

Man size Scotties: All except E

Milk of Magnesia tablets: All except U, E

SR: All except E

Sunsilk shampoo and hairspray: All except E

Tegrin medicated shampoo: So

What Johnson Wax have been up to for the past two years.

Two years ago, we had a brainwave: a unisex anti-perspirant deodorant. Not just a family deodorant, but a deodorant specially made for young people, male and female.

We developed an advanced formulation.

We gave it a unique perfume. One that would be acceptable to both sexes.

We designed a distinctive (to say the least) new pack.

We called the product US.

Because it was so different, we decided to test-market it first. We chose the London and Southern TV areas.

After just 12 months, US became No.3 brand in the aerosol anti-perspirant market.

Then we had another idea.

A herbal bath additive. Also unisex. Also called US.

Again, we tested it before rushing into the market.

82% of everyone we asked said it was as good as, or better than their normal brand.

Which brings us to today.

After two years, US is going national.

We've made two commercials, one for each product.

The campaign, which runs from April through to September, is costing us £320,000.

A lot of people are going to see those commercials.

Be prepared. Order US either direct from Johnson Wax, or through your wholesaler.

For every twelve cases you buy, we'll throw in three. Free.

Thank you.



TRADE NEWS

Bayer aspirin transfer

From March 20, Bayer aspirin will be marketed by FBA Pharmaceuticals Ltd. Wholesalers are requested to direct their orders after March 15 to FBA, Haywards Heath, Sussex. Retailers may order their Bayer aspirin through wholesalers.

New supplies of the product will be in Bayer Germany's internationally-known "bubble" pack in the following sizes: 30 tablets each containing 300mg aspirin BP (£0.12); 100 tablets £0.27).

Estee Lauder's summer colours

Due to be on sale on May 1 are Estee Lauder's new colours for summer. The lip tints, Mulberry Punch, a ripe plum; Sherry Fizz, a tawny grape; Rum Swizzle, a mellowed red; and Claret Pink, a sun drenched rose, are described as mellow and warm, while the complementary tender blushers are Wild Cherry, Ripe Plum, Soft Peach, Pink Mint, Butternut and Cocoa Brown. For eyes comes pressed eyelid shadow in Bamboo Green, Tawny Melon, Persian Sea and Wild Iris and for the complexion, soft cover compact make-up in Tea Rose and Cling Peach. Available from Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1.

Brufen suspension

Boots Ltd recommend that diluted mixtures of Brufen suspension (*C&D*, March 11, p 336) should not be kept for more than two weeks after dilution. They state that the suspension should not be diluted unless it is unavoidable.

"I am a diabetic" cards

Weddel Pharmaceuticals Ltd, 14 West Smithfield, London EC1A 9HY, now have available new "I am a diabetic" cards for free distribution to all retail and hospital pharmacists.

Neutrogena repackaged

M. & R. Norton Ltd, Adriant Works, 155 Merton Road, London SW18 are now offering two new packs of Neutrogena shampoo, N 700 cc (£0.24) and N 140 cc (£0.32).



Yardley Black Labels

With sponsorship of the McLaren Formula 1 team boosting the jet set image of Yardley Black Label products for men, two new anti-perspirant deodorants join the range this summer. Yardley Black Label roll-on deodorant (£0.53) and deodorant stick (£0.53), complement the established aerosol spray (£0.62). At the same time there is a special offer on the aerosol, giving one third more, 160 instead of 120g for the standard price.

Yardley of London Ltd, 33 Old Bond Street, London, W1X 4AP offer counter display stands with a motor racing design of all preparations.

Dextraven and Lomodex

Fisons Ltd, pharmaceutical division, Derby Road, Loughborough, Leicestershire LE11 0BB, say that as from March 20, Dextraven 70 will be relabelled as Lomodex 70 while their Lomodex will be relabelled Lomodex 40. The price and packs will remain otherwise unchanged.

Two new PolyLady colourants

Two new popular shades have been introduced into the PolyLady colourant range by Lambert Chemical Co Ltd, Chestnut Avenue, Eastleigh, Hants. No 719, deep auburn: Used on medium brown or dark brown hair gives a rich copper red colour. Used on auburn/red hair gives a "cool" natural brown colour. No 723, light brown: Used on light brown or medium brown hair gives a soft natural brown colour. Used on dark brown hair gives a medium ash brown colour. Used on auburn/red hair gives a "cool natural brown colour".

The PolyLady shade selector guide has been revised to include the new shades and an attractive crowner has been designed for counter displays.

Vacco for outdoor use

Vacco hope to increase sales of their vacuum jugs by directing their marketing strategy towards the use of the product for picnics and other outdoor activities.

Vacco Ltd, Grosvenor Gardens House, Grosvenor Gardens, London SW1, estimate that the present UK market for jugs represents only some 13 per cent of that for equivalent size flasks, but that the time is ripe for a substantial change in customer habits.

Bonus offers

Johnson Wax Ltd, personal care division, Frimley Green, Camberley, Surrey. 1 herbal bath and anti-perspirant deodorant 15 invoiced as 12.

Beecham Products (UK), Beecham House, Great West Road, Brentford, Middlesex. All Fresh. 14 invoiced as 12.

Allen & Hanburys Ltd, Bethnal Green, London E2 6LA. Acriflex. 40 tubes at 10 per cent of trade price; 80 tubes at 15 per cent of trade price. Direct orders.

Crookes Anestan Ltd, Telford Road, Houndsmills Estate, Basingstoke, Hampshire. Hermesetas. Dozen 300-packs reduced by £0.18. Dozen 650-packs reduced by £0.18 (until end of April).

Lambert Chemical Co Ltd, Chestnut Avenue, Eastleigh, Hants. Fashion Sty home perm. An extra 10 per cent discount. Efferdent denture cleanser. 12 invoiced as 12 (until end of April).

Winthrop Laboratories, Winthrop House, Surbiton, Surrey. Lenium tubes, 60 invoiced as 22. 60 invoiced as 50. Sachet 72 invoiced as 66, 180 invoiced as 150 (Not N. Ireland) (until May 5).

Potter & Clarke Sales Office, Seymour Road, London E10. Wasp-eze. On order of 48 standard and 12 large, bonus of 12 standard. Orders of 24 standard and 12 large, bonus of 3 standard.

Fabergé Inc, Ridgeway, Iver, Bucks. SL9 9JG. One Kiku Eau de Parfum Spray free with each merchandiser of 12. Or Kiku 1oz Cologne free with each merchandiser of six. One Xanadu 1oz Spray Cologne free with each merchandiser of 12.

Cow & Gate Baby Foods, 40-42 Stok Road, Guildford, Surrey. Trufood baby milk (humanised formula) 1/2 dozen £4.00 per dozen, 1-1/2 dozen £4.02 per dozen, 2-3/4 dozen £3.96 per dozen, 4 dozen and over £3.90 per dozen (until March 31).

Lambert Chemical Co Ltd, Chestnut Avenue, Eastleigh, Hants. PolyLady colourants No 719 deep auburn and No 723 light brown. 12 invoiced as 10 (until April 30). Polycolor, Polytint, Polyblonde, Polyfair and Polyherb 78cc bottle. Special 15 per cent spring bonus.

Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex. Associate Products: All Quickie Products. 12 invoiced as 11 on minimum order of £5. Nestle LeMur: Colortint. 36 invoiced as 30 on minimum order of 3 doz. John Bell & Lucas: Stop It. 12 invoiced as 9. Lotil Cream. 12 invoiced as 11. Rosedal Products: 127g and 200g Lanospray Aerosols. 18 invoiced as 12 on minimum order of 6 doz. New Shampoo 110cc. 30 invoiced as 24. Family Shampoo 280cc. 14 invoiced as 12 on minimum order of 6 doz. Hair spray Sachet Refills. 12 invoiced as 10 on minimum order of 6 doz. New Cream Rinse 110cc. 15 invoiced as 12. Pine Bath 250cc. 14 invoiced as 12. Splash Cologne & Lavender Water 210cc. 12 invoiced as 11. Herbal Bath Sachets. 42 invoiced as 36. 3 doz. supplied with 6 additional units free included in the pack (until May 5).

COMMENT

Poisonous waste

Within "days or weeks"—according to the Secretary for the Environment—the Government's Deposit of Poisonous Waste Bill should be law.

The Bill is very much a "rush job", rightly brought in following a number of disturbing incidents which have received wide Press publicity, but like so many other measures with this background, it is wide-ranging in scope. And caught within the net, it would seem, may be the disposal of much of the "waste" from the pharmacy—the pharmaceutical industry will, of course, be subject to the same restrictions as other industrial complexes.

Pharmacists are better placed than most to weigh up the "pollution potential" of their waste, and steps have always been taken to ensure its proper disposal. But in these days of central heating by gas, oil and electricity, the coal fire (once a useful repository) has almost ceased to exist in business premises. It is therefore sometimes necessary to use means of disposal that, within the terms of the Bill, could pose a pollution threat.

Some of the Bill's provisions are set out below:

□ No person shall deposit waste on land, or cause or permit waste to be deposited on land, where the waste is of a kind which is poisonous, noxious or polluting and its presence on the land is liable to give rise to an environmental hazard.

□ A person is to be treated as depositing waste if he deposits any substance (whether solid, semi-solid or liquid) in such circumstances, or for such a period, that he may reasonably be assumed to have abandoned it where it is deposited or to have brought it to the place where it is

deposited for the purpose of its being disposed of (whether by him or others) as waste.

□ The presence of waste on any land is to be treated as giving rise to an environmental hazard if the waste has been deposited in such a manner, or in such quantity (whether that quantity by itself or cumulatively with other deposits of the same or different substances) as to subject persons or animals to material risk of death, injury or impairment of health, or as to threaten the pollution or contamination (whether on the surface or under ground) of any water supply; and where waste is deposited in containers, this shall not of itself be taken to exclude any risk which might be expected to arise if the waste were not in containers.

Notices required

The Bill also provides that no person shall remove waste from premises, or deposit, or cause or permit to be deposited, any waste unless notices have been served containing specified particulars. Copies of the notice must go to the local authorities and river authorities for the areas concerned, and also to the person who is to remove the waste. The provisions of this clause apply to waste of any description; but the Secretary of State is given a power by regulations to specify waste as exempt from the notification procedure, either in whole or subject to disposal in a prescribed manner.

There are no indications of minimum quantities in the Bill, and it would therefore seem that drugs for destruction resulting from "amnesties" may have to be notified, in the prescribed manner, in certain areas.

LETTERS

Why, Mr Tenner?

I am appalled that you have resorted to the cowardice of anonymity in the personal attack upon myself, by E. C. Tenner, in your March 4 issue.

The article begins "Here we go again" and ends "Why, Mr Maddock, why?" I too am able to ask the same questions, together with the even more pertinent "Why, as E. C. Tenner waited from January 8 until March 4, when the list of Council candidates was announced?"

Your correspondent would perhaps be more worthy if his accuracy was not at stake—on reading the report of my address to the Grimsby branch I found the following paragraph: "General practice pharmacy could adopt ideas from systems devised for other sectors of the Health Service, using the health centre pharmacy as the centre of a wheel, existing pharmacies remaining at the end of the spokes, those pharmacies could then be converted if economics dictated, either into part-time pharmacies or 'free-list' merchandising

outlets".

This is hardly a policy of turning pharmacies into drug stores. Further, if he had read the earlier part of the report, he would have seen a reference to consortium pharmacies—quite sometime before the Society's policy was changed!

E. C. Tenner's comment implying that an initial practice allowance is similar to a "terminal practice allowance"—barely deserves comment. Surely there is a great deal of difference in an allowance to set up a new pharmacy from the one suggested to cushion the impact for a pharmacist who is losing all, through no fault of his own?

I am further appalled that your contributor feels that a pharmacist should not think, and evolve new ideas, as new circumstances appear and even, apparently, that he implies that there is only one solution to the extremely complex health centre problem.

Finally, I hope you will give me the same prominence as your contributor. Like two other contemporary Council members, Mr John Grosset and Mr J. P. Kerr, I am only too well aware of the thankless rewards of much hard work for the profession—but feel that it hardly merits anonymous assassination as well!

D. H. Maddock

Cardiff

For want of fees

I have been annoyed on three occasions recently by National Health work:

1. A client brought back 200 tabs paracetamol because one tablet cracked in half, "so they must be a stale lot".

2. The powers that be told me to buy Penbritin capsules in 500s and not 100s.

3. A doctor who frequently orders six weeks' supply rang me up to tell me not to charge a patient £0.20 if by any chance he orders anything of less value than £0.20.

Holding strongly that we should be paid one dispensing fee for medicine sufficient to last for one week—a view shared by the BNF directions on how much to dispense where no quantity is stated—I went through February's scripts with the following result:—

Prescriptions charged at £0.20 per item:

Less than 1 week	4
1 week's supply	266
2 weeks' supply	84
3 weeks' supply	33
4 weeks and over	87

Prescriptions exempt from charges:

Less than 1 week	3
1 weeks' supply	334
2 weeks' supply	59
3 weeks' supply	27
4 weeks and over	111

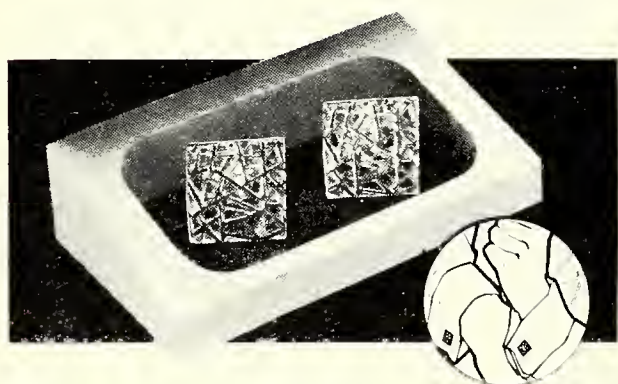
Continued on page 389

Free from Gerhardt

...to all chemists



MORTAR & PESTLE Tie Tac



CUFF LINKS in six attractive designs

**YOUR
FREE GIFT**
Here's the
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GERHARDT

For FREE tie tac only

Order 1 dozen Spraymate breath freshener

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Order 1 dozen Spraymate breath freshener
Plus 1 dozen Body Cool* or 1 dozen Foot Cool*
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Order 1 dozen Spraymate breath freshener
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For FREE tie tac and cuff links

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Order 1 dozen Spraymate breath freshener
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Plus 1 dozen Foot Cool

Our usual additional parcel terms will be applied to larger orders

To introduce three super new products—Spraymate breath freshener, Body Cool anti-perspirant and Foot Cool refresher-deodorant—Gerhardt have commissioned distinctive mortar and pestle tie tacs, together with sets of gilt cuff links. The professional insignia for your tie and the cuff link sets are both really elegant.

Supported by impressive advertising in mass circulation women's magazines and national Sunday newspapers (541,231,704 opportunities to see), these brand new, beautifully presented products from Gerhardt are certain to be in great demand—so stock up now!

Spraymate BREATH FRESHENER

Gold capped aerosol, blue and gold on white. Contains approx. 280 measured sprays.

Rec. retail price **42p**



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Blue capped aerosol, blue and red on white. Contains Aluminium Chlorhydrate

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Aerosol presented in lavish full colour.

Rec. retail price **40p**



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...DOZ SPRAYMATE BREATH
FRESHENER

@ £2.76 per doz + P.T.

...DOZ BODY COOL ANTI-
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IF YOU PREFER YOUR
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THROUGH YOUR WHOLE-
SALER, FREE GIFTS WILL
BE SENT DIRECT

PLEASE GIVE WHOLE-
SALER'S NAME AND
ADDRESS BELOW

Wholesaler

Address

All orders will be dispatched and invoiced after the Budget, March 21st. Free gifts will be sent immediately.

Continued from p 387

I calculate that I have lost 857 fees—a total of £128.55, for one month only. To remedy this state of affairs I suggest . . . Let all pharmacists keep a similar record for March 1972. Remember in particular that a prescription for 100 tablets equals a loss of three fees.

Then, if a similar result is obtained from the majority,

. . . Present the facts to the Department of Health, briefing a QC to argue the case if necessary. If a satisfactory reply and result is not obtained, then we strike.

To avoid hardship to the public we would dispense not more than seven days' supply on any prescription, endorse accordingly, send the prescription for pricing in the usual way.

Finally I would like to make these points: A pharmacy, with all its running expenses, has to be open every day. One cannot cut staff wages in a similar light-hearted fashion. If it is right for chemists' pay to be reduced on the grounds that less work is involved, then let the doctors, pricing bureau clerks, etc, have their pay similarly reduced.

May we see some of the prescriptions dispensed by dispensing doctors that call for more than two weeks' supply?

A realistic return from dispensing would encourage new entrants into pharmacy, and new pharmacies to open.

One would have a reasonable hope of being able to retire at the end of the day, and not slowly fade out doing relief work.

Deprived

Memories revived

How delightful to read the shortest story of a long life—and what a lot was missed out ("Do . . . Do . . . Do you remember?" last week, p347). Walter Bain did not mention the time we used the iron wire to "fix" fuses; or lit the shop boiler with benzene; or the arrival of a cask of orange wine, which we used to syphon off.

The making of eucalyptus balsam in a five gallon ornamental carboy—which I broke and it all spilled over APW.

The import of French perfumes and the export of Red Rub. The purchase of his first car and our ride up Deeside Road. The collection of *Daily Mails* to get the Pears soap coupons. The eye testing and the soldering of steel frames. The truss fitting, yes and lots more. Mr Wallace's middle name was "Profeit," so we sold Profeits Food.

I had a letter from APW some years ago forgiving me all my transgressions, and I am sure he forgave all his apprentices. Thank you, Walter, for your story.

F. G. Bull
Luton

SPORT

South London and Surrey Pharmacists' Golfing Society: Results of meeting held at Banstead Golf Club on Wednesday March 15 for the Banstead Bowl: First, F. Jamieson; second, A. Reary; third, A. V. Hall.

PROFESSIONAL NEWS

Move to organise 'on-call' dispensing service

The Central NHS (Chemist Contractors) Committee is asking all local pharmaceutical committees to implement an "on call" service for the dispensing of prescriptions outside normal hours.

Details of the arrangements, it was agreed at the committee's last meeting, should be made available to the police in the Executive Council area concerned, and all chemist contractors should be asked to display a notice telling the public what to do in an emergency.

It was reported that representatives of the Committee with their advisers had met the expert advisers appointed to review the basis of calculating the NHS remuneration profit margin. It was expected that the opinions of the advisers would be made known to both sides by the end of the month.

Because of the importance of holding the inquiry into the discounting of net ingredient costs without further delay it was agreed that the chairman (Mr G. T. M. David) and secretary (Mr J. Wright) be authorised to approve with the Department of Health the relevant documents which had not been available in time for meeting.

Work was proceeding satisfactorily on collating the results of the container costs inquiry.

The figures for September and October, 1971, with the corresponding figures for September and October, 1970, are set out below:—

	September, 1971	September, 1970
Total number of prescriptions	21,548,936	21,740,844
Total cost	£16,739,966	£14,974,523
Average total cost per prescription	77.68p	77.00p
Average on-cost (after discounting)	4.46p	4.26p
Average fee	14.88p	12.43p
	October, 1971	October, 1970
Total number of prescriptions	22,000,632	23,461,779
Total cost	£17,106,075	£15,987,093
Average total cost per prescription	77.75p	68.19p
Average on-cost (after discounting)	4.44p	4.14p
Average fee	14.89p	12.46p

As a result of the Committee's representations that all post-operative colostomy/ileostomy patients be issued with the prescribers' information card about types and sizes of appliances, it was noted that the matter was now under consideration by the Department.

It was decided to complain to the General Medical Council about the conduct, which the Committee considered unethical, of a general practitioner in a rural area who had approached patients with a view to persuading them to allow him to undertake their dispensing instead of the local pharmacy, which had been respon-

sible for all the NHS dispensing in the area since the inception of the Health Service.

It was noted that the Department had acceded to the Committee's request that the present arrangements for payment for EC10 forms lost in transit to pricing bureaux be extended to forms destroyed by fire or explosion in the pharmacy. The request had been prompted by the restriction of such cover afforded to contractors by fire insurance policies.

After a preliminary discussion about Department of Health proposals for amendments to the NHS (General Medical and Pharmaceutical Services) Regulations 1966, it was decided that fuller consideration should be given to the matter at the next meeting.

BOOKS

Advances in Drug Research, Volume 6. Edited by N. J. Harper and Alma B. Simmonds. *Academic Press Inc (London) Ltd*, 24 Oval Road, London NW1 7DX. 9 x 6 in. Pp 256. £5.

In this volume B. J. Millward, of the School of Pharmacy, Brunswick Square, London, describes ways of using mass spectrometry in drug research. He gives details of the use of the method not only for structure elucidation but also in its applications to analysis and stability studies.

A medicinal chemist describes current knowledge on the relationships between the molecular structure and biological activity of drugs, and other contributors outline molecular aspects of storage and uptake of noradrenaline and other catecholamines. Pharmacologists, contributing from Germany, correlate the activities of morphine-like analgesics with their kinetics of distribution.

The volume is edited by N. J. Harper, of Sterling Winthrop, Research and Development Laboratories, and Alma B. Simmonds, of the School of Pharmacy, Chelsea College.

New officers

Pharmaceutical associations

Federation of South Eastern Pharmacists. President, A. R. Moore; treasurer, F. Pelham; secretary, J. F. Jack, 46 Broadwater Road, Worthing. (Tel: Worthing 201670.)

The influence of taste on nutrition

by G. B. West, BPharm, DSc, PhD, FIBiol

More than 40 years ago it was discovered that all individuals throughout the world are capable of tasting strong solutions of urea, a naturally occurring metabolite of protein, but that the population is split into two clearly-defined groups by thiourea, a simple compound in which the oxygen of urea is replaced by a sulphur atom.

One group tastes thiourea in weak solution as an intensely bitter chemical, whereas the other tastes it as a bitter chemical only in very strong solution. There is about a 16-fold difference in strength between the threshold concentrations required by the two groups.

In a similar way, phenylurea is tasted as a bitter chemical by all at concentrations somewhat lower than those used for urea; but phenyl thiourea (sometimes called phenylthiocarbamate or PTC) again divides the population into two. However, the difference in strength between the threshold concentrations of PTC required for the tasters and for those needing higher levels ("non-tasters") is of the order of 128.

There are individuals who deviate slightly from these thresholds but weak solutions of PTC (about 1 in 100,000) usually taste bitter to three out of every four persons. Solutions of PTC are colourless and odourless so that the special

senses other than that of taste are not involved in these comparisons.

The tongue and the palate, with their complex networks of receptors or specialised areas where taste sensations are appreciated, subserve each of the four modalities of taste—salt, sweet, sour and bitter. Those of salt and sweet usually predominate in the sides and tip of the tongue, whereas those of sour and bitter are relatively more numerous in the base of the tongue and in the palate.

Several techniques have been developed to allow comparisons to be made between the tasting abilities of individuals and it is now common to determine the detection threshold of a compound. This is the lowest concentration that can be identified as being different from water, the solvent in which the solute used for the testing of taste thresholds is usually dissolved.

Complex formation

It is probable that more than physical absorption takes place in taste perception and that some chemical complex formation occurs. Different kinds of taste-buds have been identified by microscopical examination in localised areas of the tongue and palate, and the buds are most numerous where the parts are most sensitive. Those substances which stimulate a sour taste form a compact group of acid compounds, whereas those which arouse the bitter taste are not so similar chemically; this heterogeneity reaches its peak in sweet substances.

The jigsaw puzzle of the mechanism of taste is slowly being pieced together and there is recent evidence to show that a chemical complex reaction really does occur. For example, a protein has been extracted from the taste-bud area in the tips of the tongue of cows which complexes in solution with sugars and saccharin but not with bitter substances. The strength of the complex formation (as measured by changes in refractive index) is in good agreement with the relative sweetness of the sweet-tasting compounds. Equilibrium constants indicate that the strengths of the complexes formed are in the order: fructose, sucrose, glucose, galactose and mannose—and that runs exactly parallel with their degrees of sweetness.

Although the protein also reacts with saccharin, this is only ranked second to

fructose and yet it is many times sweeter. Perhaps the corresponding human protein is more reactive with saccharin than that from cow tongues.

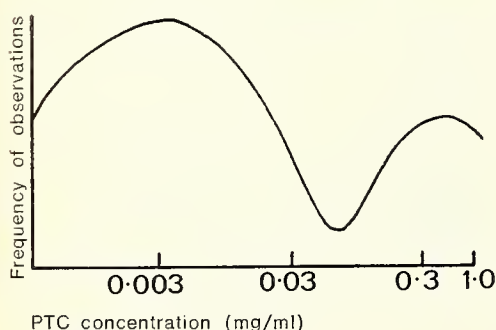
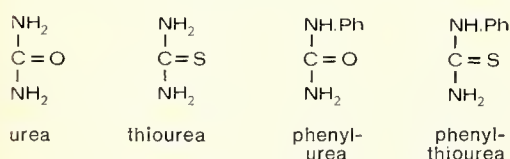
Another protein isolated from the taste bud area at the base of cow tongues complexes with bitter-tasting compounds, but not with those that taste sweet. From the equilibrium constants, four compounds have been ranked in the order: quinine, brucine, naringin and caffeine—and this corresponds with their degree of bitterness.

The function unit of the receptor protein may be an amino acid such as lysine where the amine group is the proton donor and the carboxyl group of the peptide bond is the proton acceptor. In this way, protein molecules may be initiators of the receptors of taste. Whether or not each protein is completely responsive to only one of the four qualities of taste has yet to be proved. The sweet-sensitive protein isolated from cow tongues has a molecular weight of about 150,000 and a high lysine content, whereas the bitter-sensitive protein has a molecular weight of about 170,000 and contains a mucopolysaccharide protein attached to a carbohydrate moiety.

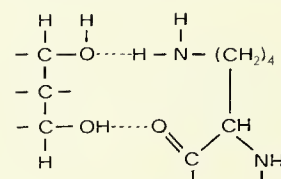
Parallel in man

It should not be overlooked, however, that reactions between proteins and sugars have long been known. For example, casein and glucose in solution readily form complexes at alkaline pH values at body temperature. Even saccharin can form a complex with casein under appropriate conditions. Further progress will be made in this direction when the proteins extracted from the tip and base of human tongues respectively are shown to react qualitatively in a similar manner to those extracted from cow tongues.

Inherited differences in metabolism in man often cause variations in the response to drugs and the same principle may apply to chemicals which in solution stimulate the sensation of taste. Most of the variations can be attributed to hereditary differences in the structure of proteins, particularly as modified proteins often produce unexpected responses. Examples of altered proteins may be found in the enzymes involved in metabolism or detoxication of drugs, in proteins which bind drugs or are concerned with their trans-



Frequency of distribution and taste thresholds of a population



Glycerol unit

Lysine unit

	Degree of sweetness	Complex formation with lysine
Fructose	+++	++++
Saccharin	++++	+++
Sucrose	++	++
Glucose	+	+
Galactose	+	+

Relative activities of sweet-tasting compounds and complex formulations

port, and in protein compartments or components of cell receptors. Such inborn errors of metabolism are now well documented.

Experimentally, there are currently at least two ways of obtaining data implicating the importance of genetical differences in taste thresholds. One is by analysing data from population studies, the other by a detailed study of individuals, followed by extension of the investigations to relatives to obtain appropriate "family pedigrees". Both approaches have been used for PTC and it is now possible to say with certainty that the non-tasting character for the bitter substance is recessive and not x-linked.

The frequency of the unusual non-tasting gene in the population of the world has been calculated and there are only two alleles or components to it. PTC is typical of a group of chemicals possessing antithyroid activity and it has in fact been used clinically to combat goitre. It may therefore be more than a coincidence that the percentage of non-tasters to PTC is high in athyreotic cretins and in different forms of thyroid disease.

Systematic investigations of many different populations led some workers to suggest that deviations from the normal distribution serve as a means of distinguishing these different populations, but the mechanisms by which the deviations occur remain obscure. It is certainly of interest that thioureas have been identified in many members of the mustard family (cabbage, kale, cauliflower, turnip, swede, Brussels sprout and broccoli), and that prolonged cooking of the sulphur-containing glucoside in these foods often yields a sulphur derivative which is very unpleasant to taste.

Sensitivity changes

Taste abnormalities can arise in man from other causes. Injuries to the head often lead to a loss of sensitivity to salt and sweet substances; the wearing of dentures often results in loss of sensitivity to sour and bitter substances; when there is adrenocortical insufficiency, gain in sensitivity occurs to all four modalities, thresholds often being more than 100 times below those of comparable normal subjects.

Associated with the normal circadian variation in endogenous steroid hormone production by the adrenal cortex is a circadian variation in taste. In the early morning when the plasma cortisol concentration is highest, taste detection sensitivity is lowest, whereas in the early evening when the plasma cortisol concentration is lowest, taste detection sensitivity is at its highest. Speculations can be made on some of the phenomena with which the daily variations in taste may be associated. One association may relate to the intake of food, for taste sensitivity gradually increases with the approach of evening when most people in the Western world eat their main meal. Perhaps circadian variation in taste sensitivity plays some role in this choice.

The adrenal cortex is essential to life and the result of adrenalectomy in animals is a loss of electrolytes so dramatic that death ensues. Animals, whose adrenal

glands have been removed at operation so that they can be used to test the activity of adrenal cortical hormones in prolonging life, choose salt solutions to drink in preference to water when offered a choice. The animal's need for survival is met by instinctive preference for drinking water containing sodium chloride. Surely this shows a function of the sense of taste being brought into play to protect the body, enabling it to survive?

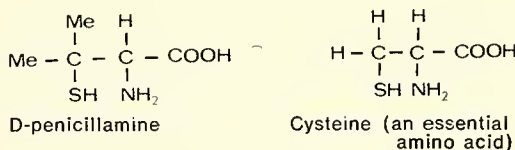
Taste changes during pregnancy have also been reported throughout history, steroid hormones again possibly being the controlling factor. Finally, the decreased taste acuity reported to occur with ageing in human subjects may well be the result of altered steroid production, although the mechanism by which steroid hormones control taste sensitivity still is not clear.

Treatment with certain drugs also dramatically alters taste thresholds. Gymnemic acid, for example, has been noted to modify the taste of sweet and bitter without affecting that of salt or sour. A tropical fruit known as miracle fruit alters the taste of sour and bitter substances to that of sweet.

Age variations

In certain individuals, however, there is no need to use miracle fruit to alter taste as some drugs taste differently to man at different ages. In a recent survey, for example, the taste of PTC was described by children as "lovely, tasty, hot, peppermint-like, or even penicillin-like" whereas adults thought it was "sea-water, health salts or tonic water". Likewise, quinine and aspirin often tasted pleasant to children whereas they were reckoned to be objectionable by most adults. The case is made for adding flavourings to medicines to produce a uniformly-tasting product.

A subject's taste threshold can also be treated as an expression of pharmacological activity—*d*-amphetamine is tasted in lower concentrations than is *l*-amphetamine, and is correspondingly more toxic to mice. Desmethylinipramine is detected in lower concentrations than is the parent imipramine and it is relatively more potent in the clinic. Turning to disease, members of a group of chronic schizophrenics receiving high doses of trifluoperazine had a higher taste threshold for the drug than that receiving low doses and yet the higher-dosed individuals showed fewer toxic effects. Maybe taste thresholds could be used as predictors of therapeutic responses.



D-penicillamine, in one large study, produced a significant decrease in taste acuity for each modality in about 30 per cent of the patients to whom it was administered. It was probably the first drug whose systematic administration produced a consistent decrease in taste acuity. The patients who lost their taste acuity after receiving this drug initially complained of

a metallic taste in their mouths. They noted, however, that they had to add more salt or sugar to their food in order to obtain a salty or a sweet taste. They also reported that most foods, even chocolate and ice-cream, were flavourless. When drug administration ceased, taste acuity returned to normal.

D-penicillamine (a sulphur-containing amino acid, structurally similar to cysteine) is a chelator of metals, and it was soon found that serum and tissue levels of copper were being reduced significantly below normal levels. Treatment of patients with oral copper (in the diet or as copper sulphate) restored to normal both serum copper concentration and taste sensitivity. Thus, copper metabolism appears to be intimately concerned with the maintenance of normal taste sensitivity, which in turn influences nutrition, though the mechanism by which copper exerts its effect on taste is unknown. The possibility exists that copper is involved in a protein complex that maintains normal taste bud integrity.

Besides the effect of D-penicillamine on serum copper levels, reduced serum levels of other metals have been reported. Magnesium, for example, soon becomes reduced after such treatment and this is interesting as magnesium influences the ability of other agents to produce coronary lesions. It is essential both for the maintenance and growth of the soft tissues and for the uptake of catecholamines and 5-hydroxytryptamine by adrenal medullary granules, and of histamine by tissue mast cell granules.

Furthermore, in magnesium deficiency in rats, urinary free-histamine levels are markedly elevated. The body contains less histamine, and anaphylactoid reactions, which are close to allergic responses in man, do not occur or are attenuated.

Dietary effects

The effect of magnesium lack (as in old age in man) is increased by using a diet rich in carbohydrate, but reduced by using a diet rich in protein. Drugs such as aspirin become more toxic when diets deficient in magnesium but rich in carbohydrate are used—gastric ulceration, for example, is significantly greater in these animals than in controls. It is also well documented that urinary levels of free histamine are increased during pregnancy in rats and, as would be expected from this observation, magnesium lack produces dramatic effects in test animals.

In fact, magnesium lack is so detrimental in rats on a diet rich in carbohydrate that an insignificant gain in weight occurs during the gestation period and a large number of resorption sites and dead foetuses are found. On a diet rich in protein, however, magnesium deficiency does not markedly alter the gain in weight during pregnancy although the foetal mortality rate is somewhat raised.

When magnesium is omitted from the diet of pregnant rats, the foetal toxicity of drugs such as aspirin is also increased, regardless of whether the diet is rich in carbohydrate or protein. Thus magnesium plays an important role in the developing rat embryo, and the use of foods containing

Concluded on p 392

Industry and the public interest

Increasing social and economic pressures on the pharmaceutical industry may now no longer be acting in the public interest, said Mr George Teeling-Smith in the last of the Office of Health Economics' winter lectures on Tuesday.

Speaking at Imperial College, London, Mr Teeling-Smith, who is director of the OHE, said that regulatory bodies controlling the introduction of medicines might now be unreasonably cautious. Either society or the individual concerned had to decide what was the acceptable degree of risk.

Tragic episodes had given rise to an outcry that medicines must be made safer. Society, with rising expectations, was now demanding that the hazards of life should be eliminated, he said, but there were dangers from an over-protected social environment. Standards of safety in medicines were at present far above previous levels and were, at least in some cases, out of proportion to risks accepted in other fields.

Mr Teeling-Smith explained how new technology was now more slowly put into practice. He criticised the US Food and Drugs Administration, saying delays in the name of safety imposed by it appeared wholly out of proportion.

Compared with the stringency with which drug trials were conducted, many other treatment procedures in hospital were still performed on the basis of clinical opinions rather than scientific evidence, he claimed.

In elective surgery for the removal of

gallstones, for instance, the risk of mortality could be as high as 2 per cent. If the new compound on trial for the pharmacological treatment of gallstones had even one-hundredth of that risk he suspected that the Committee on Safety of Medicines would not accept it.

It appeared, the speaker said, that public concern might more appropriately now be directed to other factors which might result in uneconomic or even harmful forms of medical treatment.

Discussion still focused on whether pharmaceutical manufacturers were making "too much" profit. Downward pressure on prices could restrict drug research and development; the effect of such an influence could take some years to show and might give rise to unpredictable variations in the state of the industry.

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Taste and nutrition

Continued from p 391

adequate amounts of absorbable magnesium during pregnancy becomes important. However, other factors such as the dietary cholesterol may be involved in the final evaluation of the effects of deficiencies of metals in the diet.

The chemical characteristic of all the bitter polymorphic chemicals investigated extensively up to 1966 has been the NC:S group in the molecule (as in PTC). Then, a bitter compound with no nitrogen but with three sulphur atoms in the molecule (namely, anetholtrithione) was found to exhibit a polymorphism which was identical with that of PTC. The taste sensitivity of the two compounds are probably controlled by the same alleles.

More recently, a carbohydrate called naringin from the peel of grapefruit has been shown to possess a bimodal character, but it is not identical with that of PTC. This bitter substance has no nitrogen or sulphur in its molecule and this probably represents another advance in the study of taste chemistry. When the bitter

naringin is converted into its closely related dihydrochalcone, bitterness is replaced by a sweet taste.

What is waiting round the corner to solve the problem of bitter and sweet characters of chemicals and foods? Why does man have the ability to taste bitter compounds? Are they usually poisonous so that we reject them?

Biologically, the primary function of all our special senses is to protect the body, thereby enabling it to survive until maturity has arrived and reproduction has taken place and the offspring have been given a start in life. Our taste likes and dislikes are largely determined by our biological needs—or are they?

Postscript

Concern has been expressed recently about the safety in use of PTC as a taste-testing chemical. However, the amounts involved in such tests are far too small to be of any hazard, particularly as the maximum solubility of the compound in water is only 0.1 per cent (w/v).

COMING EVENTS

Monday, March 20

Enfield and District Pharmacists' Association
Postgraduate Medical Education Centre, Chase Farm Hospital, at 7.45pm. Mr. Robinson on "The work of Capel Manor Horticultural Centre".

Tuesday, March 21

Leicester Branch, Pharmaceutical Society
Postgraduate Medical Centre, Royal Infirmary, Leicester, at 8pm. Mr E. R. Pike on "Pollution".

North Staffordshire Branch, Pharmaceutical Society
North Staffordshire Medical Institute, Hartshill, Stoke-on-Trent, at 7.45pm. Film show by Mr G. Mee and Mr Cunningham.

Teesside Branch, Pharmaceutical Society
Scandinavian Room, Marton hotel at Country Club, at 8pm. Mr W. A. Beanland (a member of Council) on "Pharmacy at the Common Market".

York Branch, Pharmaceutical Society
The Post House, York, at 8pm. Dr D. Wiseman on "Personal impressions of general practice and academic pharmacy in Northern Nigeria".

Wednesday, March 22

Bournemouth Branch, Pharmaceutical Society
Royal Victoria Hospital, Boscombe at 1.15pm. Dr A. Raikes on "Problems of development". Also, Main Committee Room, The New Hospital, Poole, at 1.15pm. Film "Hypertension".

Epsom Branch, Pharmaceutical Society
Wellcome Building 6.30pm. Reception by Burroughs Wellcome and Co.

Thursday, March 23

Bedfordshire Branch, Pharmaceutical Society
Medical Centre, Luton and Dunstable Hospital, at 8pm. Mr. C. Stevens on "The work of the Council".

Brighton and Hove, Association of Pharmacists
Dudley hotel, Lansdowne Place, Hove, at 7.30pm. Panel discussion on "Stress and angina pectoris".

Bristol Branch, Pharmaceutical Society
Dymchurch Lodge, 16 Clifton Park, Bristol, at 7.30pm. Professor E. Shellard on "The education of a modern pharmacist".

Thames Valley Pharmacists' Association
Winthrop house, Surbiton, at 8pm. Combined branch and NPU annual meetings. Mr H. C. Moss on "Around the world in eight minutes".

West Metropolitan Branch, Pharmaceutical Society
Princess Suite, Royal Garden hotel, W8, at 7pm. Social evening and dinner.

Friday, March 24

Eastbourne Branch, Pharmaceutical Society
Cumberland hotel, Eastbourne, at 7pm. Dinner and dance.

Saturday, March 25

Kings Lynn Branch, Pharmaceutical Society
Duke's Head hotel, Kings Lynn, at 8pm. Annual dinner.

Yorkshire Branch, Guild of Hospital Pharmacists
Rupert Beckett Theatre, University of Leeds, at 9.45am. Symposium on "Drug information".

Sunday, March 26

Anglia Region, Pharmaceutical Society
In association with School of Pharmacy, University of London, Brunswick Square. W1. Refresher course, including review of Drug Tariff and its Amendments.

Welsh School of Pharmacy
The University of Wales, Institute of Science and Technology, Cardiff. One week course "Preparations for the hair".

MARKET NEWS

Big fall in price of mercury

London, March 15: Quotations for mercury have been withdrawn, but the free market last week fell to £68-£72 a flask (761b)—the lowest level for nearly a decade. Because of the pollution scare and earlier fluctuations in prices, big users have switched to substitutes where possible and the demand for the metal is now much less than previously. It is expected that mercury salts will be reduced soon. Due to lack of cargo space being booked, ships for Europe did not call at Corin in February. The only senna shipment made during the month was 3 tons of leaves consignment to the UK. There is to export 1,000 metric tons of senna this year valued at Rs 190. Last year's exports were 900 metric tons. As senna alkaloids fetch higher prices than opium, it is proposed to set up a senna plant in Madhya Pradesh having a capacity of 15,000kg a year. Costa Rican ipecacuanha and gentian have been easier while hydrastis has risen up £0.05lb. Shortages of pepper in some positions boosted prices. Coriander has been easier while fenugreek was dearer for shipment.

Considerably lower prices for home produced penicillin and streptomycin salts are given below. On the other hand higher costs of cinchona bark are sending up the rates for quinine and quinidine. A number of price reductions were made among vitamins. After a period of hardening prices of riboflavine and pyridoxine have eased. There were also reductions in vitamin E, although the 25 per cent dry powder was marked up.

Pharmaceutical chemicals

Bismuth salts: £ per kg.

	12½-kg	50-kg	250-kg
carbonate	4.68	4.50	4.45
salicylate	4.00	3.50	—
subgallate	4.30	4.10	—
subnitrate	4.25	4.05	4.00

Fentichlor: 50-kg lots £1.73 kg.

Ferrous fumarate: £0.50 kg for 50-kg lots.

Magnesium carbonate: Heavy £192, light £184 per metric ton.

Magnesium oxide: BP (per metric ton); light £560; heavy £890.

Magnesium hydroxide: BPC £560 metric ton.

Magnesium oxide: BP (per metric ton); light £560; heavy £890.

Magnesium peroxide: £15 per cent) £21.93½ cwt.

Magnesium sulphate: BP from £42 metric ton exsiccated £75-£80 ton, ex works.

Magnesium trisilicate: £470 metric ton.

Mercury salts: Per kg in 50-kg lots; ammoniated powder £4.25; oxides—yellow £5 and red £5.20; perchloride £3.60; subchloride £4.55. Iodide £5.05

Penicillin: Potassium, sodium or procaine, sterile £9 per 1,000 Mu for 5-25,000 Mu lots.

Pyridoxine: £4.50 kg; 5-kg £4.47.

Quinidine: Alkaloid (5-kg lots) £44 kg; sulphate (50-kg) £40.60.

Quinine: (Per kg in 85-kg lots) Alkaloid £28.25; bisulphate £21.85; dihydrochloride £27.60; hydrochloride £27; sulphate £23; hydrobromide (15-kg) £27.75.

Riboflavine: £13.35 kg; £5-kg £13.32.

Streptomycin: £11 kg base; dihydrostreptomycin £11.50 kg base.

L-Thyroxine: £1.15 per g.

L-Triiodothyronine sodium: £2.50 per g.

Vitamin A: Oily 1 m iu per g £6.68 kg; 5 kg £6.58 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu, £4.55.

Vitamin E: (per kg) £7.15; 5-kg lots £7.05; 25 per cent dry powder £4.81 and £4.71 respectively; 50 per cent, £5.35 and £5.25.

Crude drugs

Gentian: Root £425 per metric ton spot; £405, cif.

Hydrastis: £1.90 lb spot; £1.85, cif.

Ipecacuanha: (per lb) Matto Grosso £2.75 spot;

£2.60, cif, Costa Rican £2.35 spot; £2.20 cif.

Menthol: (kg) Chinese spot £6; shipment £5.95, cif. Brazilian spot £4.45; March-April £4.10, cif.

Mercury: Quotations withdrawn.

Seeds: (ton) Anise: China star £175, spot;

shipment (125, cif. Caraway: Dutch ex wharf

£39. Celery: Indian £360; shipment £285,

cif. Coriander: Moroccan £74, cif. Cumin: Indian

£235, cif. Dill: Indian £23, cif. Fennel: Indian

£165, cif. Chinese £120, cif. Fenugreek: Moroc-

can for shipment £65, cif. Mustard: £60, £120.

Senega: Canadian £1.60 lb spot and cif.

Senna: (lb) Tinnevely No. 3 faq leaves £0.06½;

pod, hand-picked £0.11½; manufacturing £0.08½;

Alexandria h/p £0.57-£0.65 ex wharf; manufac-

turing cleared.

Turmeric: Madras finger £160 ton; £135, cif.

Valerian: (metric ton) Continental £285; £275, cif;

Indian £290 spot; £280, cif.

Waxes: (ton) Bees' nominal; Candelilla: £570

spot; £540 cif. Carnauba: fatty-grey £375, £345,

cif prime yellow £725 spot; £685, cif.

Witchhazel leaves: Spot £0.30 lb; £0.27 cif.

Essential oils

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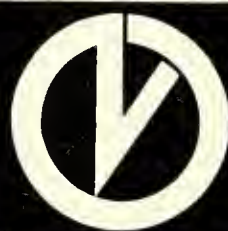
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13th year of publication Vol. 197 No. 4802

The newsweekly for pharmacy

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A range of "pocket" Instamatic cameras from Kodak will be introduced to Europe in September (see p 421)

If your customers suffer from flies, prescribe a Vanish.

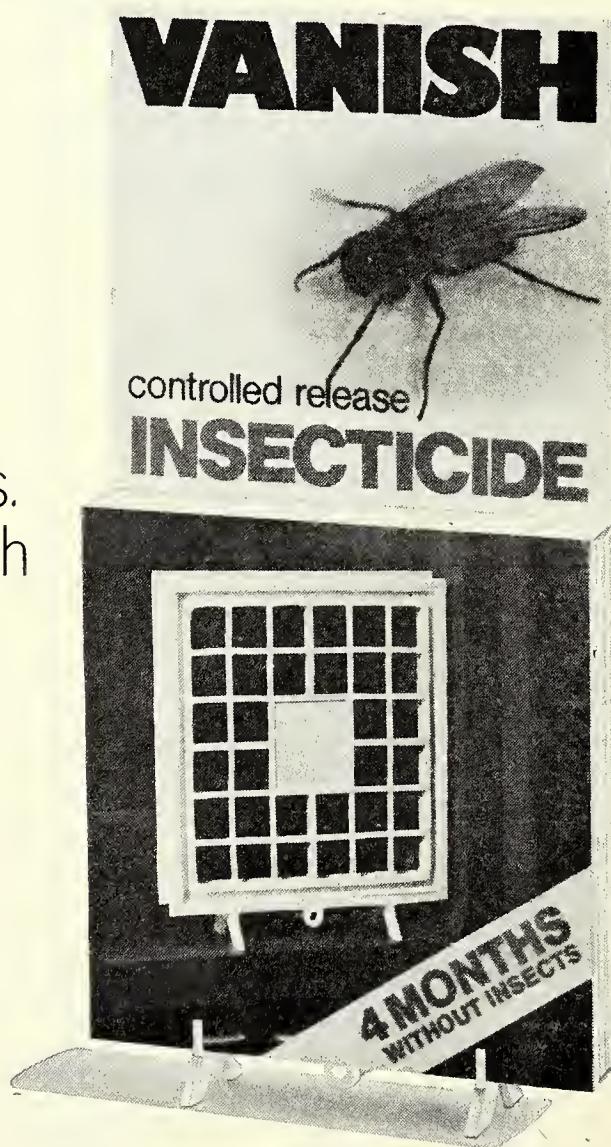
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VAT: medicines and drugs to be zero rated

A zero rating for prescription drugs and medicines, and the ending of purchase tax a short time before the introduction of value added tax—these are points of "good news" for chemists in the Chancellor's VAT proposals.

The main features of the Government's VAT proposals are set out in a White Paper issued on Tuesday. They are:

- A simple tax structure—only one positive rate of tax (the standard rate), a zero rate, and exemption. The intention is that the standard rate will be 10 per cent, but there is provision to set the starting level elsewhere within the range $7\frac{1}{2}$ per cent to $12\frac{1}{2}$ per cent should the economic situation in 1973 require it.

- Tax at the standard rate will be chargeable on the supply of all goods and services and on all imports, unless the legislation specifically provides otherwise.

- The zero rate will apply to drugs and medicines supplied on prescription, and to exports, to food, except items now liable to purchase tax such as confectionery and soft drinks.
- Health "services" will be exempt tax.

- Traders whose business turnover in taxable supplies of goods or services (including zero rated supplies) does not exceed £5,000 a year will be exempt. They will not be required to be registered with Customs and Excise, but may be allowed to do so and come within the scope of the tax if that would be to their advantage.

- Registration of taxable persons will start in October 1972.

Two-rate outlets

- A range of special methods of accounting for tax will be available to retailers who deal in both zero rated goods and standard rated goods and who cannot without undue difficulty operate the normal tax rules.

The Government proposes that the problem of stocks held by retailers and others which have borne purchase tax and which, if unsold on April 1, 1973, will attract VAT should be dealt with in one of two ways. First, traders dealing in the goods listed in the White Paper, eg. photo equipment and certain other consumer

durables, should by agreement with Customs and Excise use sale or return arrangements so that unsold goods on April 1, 1973 will be free of purchase tax.

For all other goods purchase tax will be ended a short time before VAT comes in. This will give traders an opportunity to dispose of stocks on which purchase tax has been paid and to build up a tax free stock in preparation for VAT. A similar solution is proposed for goods chargeable with revenue duties.

Purchase tax

The top two rates in force until March 21 namely, 45 per cent and 30 per cent, are reduced to 25 per cent effective March 22. As known, purchase tax will be abolished after March 31, 1973 after which valued added tax will take over.

The 45 per cent rate applied to such items as cosmetics and photographic goods and the 30 per cent to certain toiletries (brushes, combs, sponges, etc) and non-exempted medicines.

Goods not affected because they are liable to $11\frac{1}{4}$ per cent or 18 per cent include confectionery, spa water, fruit juices, paper handkerchiefs, vacuum flasks, pet foods, etc.

- Spirits. The law is to be changed to permit rectifying and compounding of spirits from August 8, 1972 in bonded warehouses approved for the purpose.

- Revenue duties. Up to March 31, 1973, the Treasury is to have power to reduce by Order the rates of the revenue duties on spirits, wine, etc.

- It is proposed that all companies whose profits for corporation tax purposes do not exceed £15,000 in any year will pay tax on their income at a special rate; with the illustrative rate of, say, 50 per cent, the special rate for small companies would be 40 per cent. There will be marginal relief for companies whose profits are between £15,000 and £25,000.



Mr J. P. Kerr, vice-president of the Pharmaceutical Society, addressing Scottish Hospital Pharmacists. To his left is Dr Anderson, conference chairman

'Retail gains from hospital efforts'

A successful outcome to the efforts to secure a well-staffed and organised hospital pharmaceutical service could be the "salvation" of general practice pharmacy, said Mr J. P. Kerr, vice-president of the Pharmaceutical Society, when he opened the fifth conference of Scottish Hospital Pharmacists in Dunblane last weekend.

Mr Kerr said that, in the past, there had been too little recognition of the interdependence of the hospital and general practice services, and the Society's Council intended that that should not be the case in future.

It was in hospitals that the young doctor first experienced the range of advisory services he could expect from pharmacists. "If these services are found to be valuable, as they undoubtedly will be, then advances in the professional sphere in general practice pharmacy will be much less difficult to secure."

Mr Kerr added that young graduates became discontented in general practice when they found nothing to induce them to continue their studies, and he therefore hoped that hospital pharmacists' efforts would help to establish the advisory role of general practice pharmacy.

In referring to the Society's pressure to secure action on the Noel Hall report, the vice-president accepted that there were those not 100 per cent in favour. But the alternative was much worse, he said.

Concerning Health Service restructuring, he said that Council were studying how the pharmaceutical advisory machinery should work. "We are convinced that the closest possible links must be forged at advisory committee level be-

tween hospital and general practice pharmacists so that on every appropriate occasion a concerted view can be put by pharmacy to the main management body in the NHS."

Doctors' demands to the industry

Requests from doctors for financial support for a wide variety of projects pour into the offices of pharmaceutical companies every day, according to a recent article in *Medical News-Tribune*.

One company executive involved with such requests said: "One moment they are attacking us over drug profits and the next asking us for charity."

The article stated that the sort of letters received revealed an "ambivalence in the attitude of the medical profession to the pharmaceutical industry" which the latter is inclined to resent.

Not all requests come from doctors; the case of a pharmacist trying to open a pharmacy next to a newly-established group practice against local opposition is recorded. He was asking companies if they would pay for any unexpected legal costs arising during his move.

He wrote: "The involvement of a respected leading manufacturer such as yourselves would surely be beneficial to your image."

Chemists' business rose in November-December period

Average weekly turnover in chemists' shops during November/December was 12.6 per cent higher than a year earlier, according to the latest Retailer Report from A. C. Nielsen, the market research company. Nielsen comment: "As might be expected over Christmas, counter trade made a big contribution to this increase and was running at a level of 14 per cent ahead of year-ago figures."

Leading the way in the over-the-counter increases on a year earlier were the small independents, with a 15 per cent rise over a year earlier.

Percentage increases of the different classes of outlet over the corresponding period of 1970 were as follows: Multiples and Co-operatives, 11 per cent; large independents 14 per cent; small independents, 15 per cent. Total average weekly turnover was £8.5m, compared with £7.5m in the 1970 period.

Average weekly cash sales per shop were as follows (figures for a year earlier in parentheses): Large independents, £557 (£488); multiples/Co-operatives, £583 (£525); small independents, £187 (£163).

Average weekly NHS receipts worked out as follows: Large independents £394 (£354); multiples/Co-ops £330 (£310); small independents £199 (£178).

In large independents NHS business accounted for 40.4 per cent of total turnover (41 per cent in 1970); in small independents 45.2 per cent (45.8 per cent) and in multiples/Co-ops 32.1 per cent (33 per cent).

During November, independents dispensed 87.4 per cent of NHS prescriptions, an average of 1,698 per shop; the multiples and Co-operatives 1.848 per shop (12.6 per cent). The independents increased their percentage share by 0.5 per cent over the same month of 1970.

Hypermarkets and small shops

Independent shops and "quality" multiples in town centres had been least affected by the growth of hypermarkets in Bolton, a recent conference in Bolton was told.

Mr P. C. R. James, chairman and managing director, Marketing and Planning Consultants & Associates Ltd, said that special studies carried out by his company showed that supermarkets over 4,000 sq ft

Additional 'NP' restriction for DD scripts

Preparations requiring an entry in the Dangerous Drugs Register will require an initial from the prescriber before they are included in the NHS "nomen proprium" scheme when it comes into operation in England and Wales on April 1.

That is the main difference from the scheme already announced for Scotland (*C&D* March 11, p 325), which has no such provision. Details of the England and Wales scheme will be circulated next week, and include the proviso that the prescriber must *initial* the "NP" on Dangerous Drug prescriptions.

Among the minor differences are the inclusion of the British Dental Formulary among the list of publications from which titles may be used, and the omission of the instruction to refer the patient to the prescriber if a question arises on why the name is not on the label.

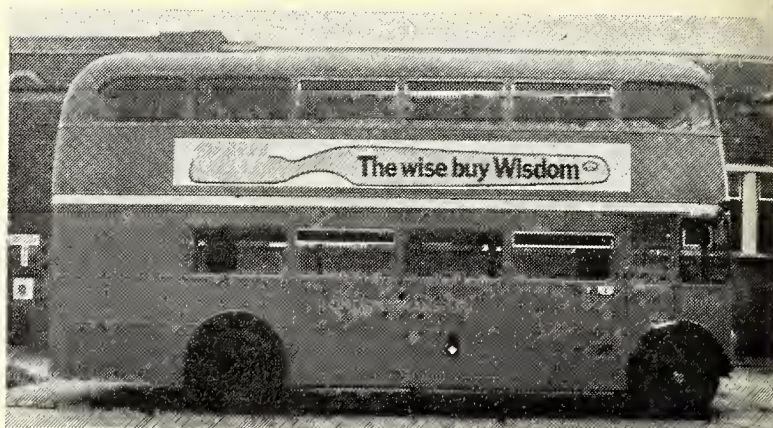
When the prescriber wishes some specific name to appear—such as "The sedative tablets"—he is required to *write* the instruction on the prescription.

Following Xrayser's question last week concerning labelling of preparations diluted to provide a 5ml dose, current opinion is that "more than one ingredient" is involved and NP arrangements will no longer apply.

in area were worst hit—registering losses in trade of 18-30 per cent.

Those small shops that had suffered most from the advent of supermarkets had been least affected by hypermarkets.

He believed that properly planned and researched hypermarkets and out-of-town shopping centres could become an asset to Britain's retail trade and to the community.



The Wisdom toothbrush advertisement on this London bus was selected for a 1972 British Poster Design Award. Judges commented that it had a strong copy line and "was almost arrogant in its assurance". The Awards are sponsored by the Council of Industrial Design to encourage high standards in this form of publicity

IV fluid inquiry to be in public

The proposed inquiry into the use of contaminated dextrose bottles at Devonport Hospital (*C&D*, March 18, p 373) is to be held in public.

The first meeting will be held at Church House, Westminster, starting at 11 am on March 27.

Sir Keith Joseph, Secretary of State for Social Services, announced late last week that the inquiry team would include Dr Frank Hartley, Dean of the School of Pharmacy, London University, and Sir James Howie, Director of the Public Health Laboratory Services and would be headed by Mr C. M. Clothier QC, Recorder of Blackpool. They will advise Sir Keith on any aspect of the handling of the incident which they consider requires action.

Sir Keith has also asked for a second inquiry to be undertaken by the Medicines Commission which will review "the measures which should be taken in the course of production, distribution, storage and use of medicinal products to prevent them becoming the vehicles of infection".

Both inquiries will be carried out as quickly as possible and the results will be published.

It was disclosed last week that Mr Kenneth Horrell, one of the two surviving patients who had been given the suspect dextrose solution, had died at Devonport Hospital. Five other patients died earlier.

Evans Medical Ltd announced on Tuesday that it was recalling all bottles of infusion and lavage solutions. A spokesman said that there was no reason to believe that any batch, other than the one found to be contaminated, was faulty.

Allen & Hanburys are recalling Sterivac solutions made for them by Evans Medical Ltd. The solutions concerned can be identified as follows:

□ Batches numbered 005119-010477 made between May and October 1970.

□ Batches with the prefix characters 2A or 2B carrying an expiry date of 1974.

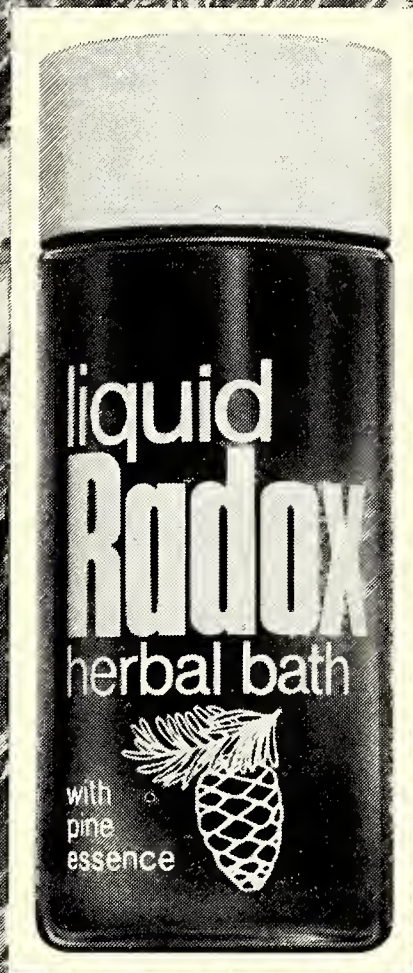
No batches of Sterivac have been implicated but it is felt that the best interests of all concerned would be served by this recall.

'Pyramid' selling affects launch

The recent publicity given to "pyramid" selling has led to a total reorganisation of distribution for Warner Bros Cosmetics' range of products, due for UK launch mid-May.

Originally it was intended that the company should operate on a direct sales basis from the home of the chairman, Mr R. C. Hibbard, but it has since been announced that intermediary outlets, including pharmacies and department stores are to be used.

The range, now comprising about 30 products from skin cleansers to eyebrow pencils and in the majority priced between £1 and £2, was created by Warner Bros chief make-up artist and although not previously available to the public, has been used in the organisation's films for more than 10 years. It is stressed that screen make-up is light and therefore quite suitable for daytime use. Mr Hibbard, who set up and owns the closed circuit television security company, Photo-scan, plans to launch the range on the Continent and in South Africa in the future. His wife, Jeanne, is president of the Cosmetics company.



NOW PINE TOO!

PROMISE OF POPULARITY

Pine is popular: Pine Radox Salts, launched in 1962, caused a tremendous upsurge in sales – *all* due to the new fragrance's appeal to *new users*. **Liquid is popular:** Liquid Radox, launched in 1970, was *immediately* brand leader among liquid bath additives – the biggest seller in the fastest growing sector of the market – winning *new users*.

Radox is popular: The public knows and trusts Radox. It accounted for the lion's share of the bath additive

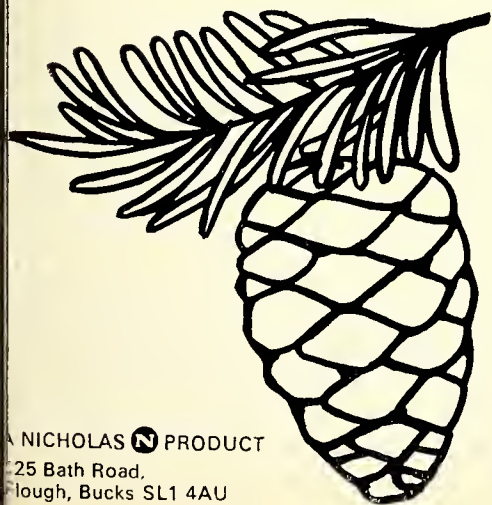
market's growth in 1971. It grew faster than the market as a whole. Radox is winning the *new users*.

**PINE + LIQUID + RADOX
= POPULARITY = GROWTH**

Another big TV campaign, featuring Pine, begins April 26, 15- and 30-second spots, three times a week for 4 weeks, at peak and near peak times, nationwide.

Liquid Radox is on bonus.

Make sure you have ample stock.



COMPANY NEWS

Glaxo to pay more dividend

With group profits, before tax, at £12.44m in the six months ended December 31, 1971—a rise of £780,000 over the equivalent 1970 period—the directors of Glaxo Group Ltd forecast a lift in ordinary dividend for the year to 20 per cent from 16 per cent.

It is also proposed to reorganise the group's capital structure, which will involve the creation of a new holding company. The newly formed company will issue one £0.50 ordinary stock unit, plus £0.60 of 7½ per cent convertible loan stock, 1985, for every existing ordinary stock unit of Glaxo.

Group sales for the half-year totalled £88.9m (£83.35m) including £25.6m (£22.7m) by Vestric Ltd.

The directors state that the group's major UK capital expenditure programme is now largely complete and expenditure on fixed assets in the UK should return to a more normal level.

Completion of this programme and improvements in trading results, which can be expected from the new plant and from marketing of new products, should strengthen cash flow during the next few years, the directors add.

In brief

Colgate-Palmolive Co of the US and **Nicholas International Ltd** of Australia have agreed to set up long-term arrangements for the marketing in the US of proprietary products developed by Nicholas. The agreement also provides for mutual collaboration in the development of new proprietary products of interest to both companies.

Mr W. Burrows, MPS, has closed his pharmacy at 10 High Street, Skegness. Private address: 27 Saxby Avenue, Skegness, Lincs.

Perivale Pharmacy Ltd advise that all correspondence relating to the company should be addressed to J. Ames & Son, London House, 3 New London Street, London, EC3.

Izal Ltd increased turnover in 1971 by £221,340, a 2.6 per cent improvement on the previous year, and turned in profits of £979,150, an increase of £215,654 on 1970.

Appointments

Berk Pharmaceuticals Ltd: Dr J. S. Burton has been appointed to the board as technical director. Dr Burton has been with Berk since 1969, joining the company as technical manager. He joins the board in place of Mr A. C. Benzie who has retired.

International Chemical Co Ltd have appointed Mr Raymond Heath their Northern region sales manager and Mr Brian Phillips, southern region sales manager.

Unichem Ltd are making changes to their sales and marketing operations from April 5 when the company are appointing John Speller (35) their first general sales manager.

Mr Speller, whose previous career has been in grocery and textile marketing, will control Unichem's sales operations from its headquarters in Crown House, Morden, Surrey.

Under the reorganisation, Michael Worbey continues as chief buyer and Geoffrey White, a director, assumes responsibility for co-ordinating and planning Unichem's total marketing programme.

Deaths

Foubister: Recently, Mr William Robert Foubister, MPS, Links Terrace, Peterhead, Aberdeenshire. Mr Foubister who was in partnership with his father.

Wood: On March 17, Mr William Wood, MPS, 65 Donnington Road, Sheffield 2, aged 77. Mr Wood qualified in 1916 and served during his long pharmaceutical career as chairman and secretary of Sheffield Branch of the Pharmaceutical Society and was a member of the local pharmaceutical committee and chairman of the local branch of the National Pharmaceutical Union.

Mr W. F. Patterson writes: Billy Wood was a man with a positive personality and worked hard for the well-being of our profession. He was a clear and succinct speaker, mild in manner and a real gentleman of the old school.

Topical reflections by Xrayser

Pollution

I had expected to find you dealing editorially with the urgent question of pollution, and was not surprised that you devoted a column to the subject last week. The whole world is very much concerned, and recent events in this country have brought home the difficulties and the dangers of the disposal of waste.

So far as pharmacy is concerned, the problem is a complex one, and the illustration on page 373 of the Mayor of Croydon showing a personal example by handing in unwanted medicine to the pharmacist is likely to pose problems for Mr J. S. Benjamin, unless there is an arrangement with the local authority to dispose of the returned drugs. In fact, the mere concentration of supplies may result in more hazardous waste than would be the case if each household, at sporadic intervals, acted on its own account—but one realises that without the spur offered by mayor and pharmacist, the medicines would remain in the cupboard to constitute hazards of another description.

I have, on occasion over the years, been faced with problems of disposal which were quite beyond me and, in fact, merely resulted in the transference of toxic substances from one locked cupboard to another. What, for example, would you do if offered two pounds of white arsenic? And what would you do if, on buying a business in a market town, you discovered two hundred-weights of that substance in the cellar? With even the most acutely developed sense of commercialism, the task of adding soot or indigo and selling it off in small lots is a daunting task.

And somewhere in most pharmacies there is a hidden hoard of strychnine or corrosive sublimate (or both), enough in many cases to make it impossible to contemplate what seems to be the most obvious mode of disposal.

Disposal

With the innocuous substances in the shape of returned medicines, I have made use of the sink and running water on occasion steeping some of the sustained-release types of tablets in a basin of hot water. While thus engaged, I have meditated on the amazing comminution and solvent properties of the digestive processes, for I have witnessed a sizeable quantity of tablets in pretty good shape after a maceration process of six hours in water.

But did not an advertisement for a "patent" medicine once startle the world by asking if it knew that the human stomach contained enough acid to burn a hole in the sitting-room carpet?

But getting rid of waste in general poses something of the dilemma of the Aborigine who, given a new boomerang, found the disposal of the old one beyond his capabilities. And the discovery of vast quantities of oil in the seas surrounding these islands does not suggest that the problem of pollution is a diminishing one, whatever the extent of the financial rewards.

Safety of medicines

Mr G. Teeling Smith, in an address in London, dealt with the question of the safety of medicines, pointing out that standards of safety were well above previous levels and were, in some cases, out of proportion to risks accepted in other fields. That may not necessarily mean that the standards are too stringent. They may be too low in other directions.

Value added tax: the proposals and the chemist

by H. H. Mainprice LIB, managing director, VAT Advisory Services Ltd, and VAT Planning and Publications Ltd

Now that the Chancellor has announced his proposals for the introduction of VAT in April 1973, almost all sections of the trading community will realise that this is the most far reaching tax change since the introduction of PAYE. Previous indirect taxation, such as purchase tax, only affected a limited sector of the commodity market, but all goods sold in this country will be subject to VAT.

Since the legislation makes it clear that there are to be no exempt goods, only exempt services, save for a very few items supplied together with services in the health field, the supply of all goods will be taxable. It is true that some goods will be taxable at a nil rate of tax, which is called a zero rate, but this is still a taxable supply. The difference between exemption and zero rating is that exemption means that all VAT paid remains with the exempt trader whereas a zero rate means that the trader can claim back this tax. For instance the provision of insurance is an exempt activity.

Drawbacks of exemption

This means that an insurance company will be an exempt trader and will have to bear all the tax which it pays on its telephone bill, stationery and other business expenses. Food, other than food which has heretofore been subject to purchase tax, is to be zero rated. This means that the grocer can claim back the tax he has paid on his business expenses, like telephones, stationery and advertising. Thus food is free of VAT but insurance will bear a hidden tax notwithstanding that its actual supply is not taxable.

The ordinary retail pharmacist supplies a variety of goods all of which will be taxable at the standard rate. However, in certain circumstances, a chemist will make supplies which are taxable at the zero rate. In order to avoid an increase in the cost of the National Health Service, the supply of any goods by a registered pharmaceutical chemist on prescription by a registered medical or dental practitioner is zero rated.

This means that when a chemist sells a bottle of aspirins costing 10p he will have to charge 1p tax if he sells without a prescription but only 10p if he sells the bottle on prescription. VAT law makes no distinction between National Health prescriptions and private prescriptions so

that the only consideration from the chemist's point of view is whether or not the supply was made on prescription or not. It should be noted that VAT Bill does not restrict this relief to drugs or medicines only. Some chemists also hold an off licence to sell wines and spirits. If a doctor gives a private prescription for a bottle of whisky, and that whisky is supplied by a chemist, it will be 10 per cent cheaper than if it were to be supplied by a wine merchant because the wine merchant will have to add 10 per cent VAT to the price he charges.

In this latter case the reduction in VAT would be more than offset by the fee charged by the doctor. However, some chemists also sell cameras. If a doctor prescribes a £100 camera for a friend, or even for himself, it would appear that the chemist must supply such camera free of VAT.

How does all this affect the chemist? Since his supplies are all taxable, albeit some at a nil rate of tax, he will only have to keep a record of those goods which he has supplied on prescription. He will then apply one of the retail trader schemes to his business, which the Customs will publish in due course, and fill up his VAT return in accordance with the particular scheme which he has adopted. Although this will obviously mean some increase in book keeping it will not mean that a chemist will have to split his till roll for fully taxed and zero rated goods.

...and comments from the NPU

The National Pharmaceutical Union has issued the following statement on the Chancellor's announcements:

The NPU welcomes the reductions in purchase tax and agrees on general grounds with the single rate of value added tax. This is something the NPU pressed Customs and Excise and the Chancellor for on a number of occasions.

The NPU will want to examine the VAT White Paper before commenting on the proposals for dealing with the "double taxation" problem.

The NPU also welcome the exclusion of the health services from VAT but until further information is obtained on how this will operate in relation to prescription medicines sold over-the-counter

it cannot express a view on what complications are likely to arise and in how much difficulty members may be involved.

The NPU issued all its members with "immediate purchase tax reduction" notices prior to the Budget and expect that many members will use these to meet local competition.

NPU welcome the extra allowance on new equipment (from 80 to 100 per cent).

The time lag in final payment for NHS prescriptions may cause some administrative problems for all chemist contractors, and possibly cash-flow problems in the winter for those whose NHS turnover represents a substantial part of their total turnover. The fact that prescription medicines sold over-the-counter or counter prescribed are to be subject to VAT will need consideration.

It seems that the exemption from VAT of any services by a registered pharmacist does, in fact, cover locum services. If this is so, it is welcome.

The NPU Executive Committee will be looking at the White Paper next week to see if further representations to the government are called for.

Equipment

Electronic pocket calculator

Just launched on the British market by the newly formed business machines division of Angula Engineering Co Ltd is the Phoenix pocket electronic calculator.

The Phoenix can handle combinations of addition, subtraction, multiplication and division. Results are clearly displayed by light emitting diodes. Power is supplied by a built in battery re-chargeable from AC mains. The calculator offers "full-floating decimal point system with underflow" and a memory for retaining constant factors.

Examples of calculations using the keyboard symbols include profit margins, compound interest, foreign exchange and metric conversions.

The Phoenix costs £87.00, measures 6 × 3½ × 1¼ in and weighs 12oz.

Angula are distributing the Phoenix through a network of retailers. Initially, however, inquiries should be sent to Angula at 120 Stratford Road, E13.





**Just to let you know that you'll only be in the dark
about our three new cameras a little while longer**

Polaroid Instant Picture Camera

'Polaroid' is the registered trade mark of Polaroid Corporation, Malden, Mass.

NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Innox's 'grand' Appointment

Innox have introduced a range of fragrances, called Appointment. Following their Gingham, which is described as "gay and carefree", the latest perfume is said to be "grand and always correct, with a sophisticated maturity".

The range comprises Perfume Metered Mist (£1.25), and refill (£0.95), toilet water (£1.35), toilet water aerosol (£1.15), bath dusting powder (£0.85), beauty bath oil (£0.97) (Innox (England) Ltd, Innox House, 436 Essex Road, London N1).

Two more Radox

Nicholas are expanding their range of bath additive products with the introduction of Liquid Radox with pine essence (£0.28) to the public through television advertising starting on April 24.

Having tested various fragrances, they say there was overwhelming support for pine and that liquids account for over half this market.

In addition, the company has produced an aerosol footspray, Radox Footspray (£0.49) said to relieve tired aching feet instantly as well as being a deodorant/anti-fungal product, effective against "athlete's foot" (Nicholas Products Ltd, PO Box 17, 225 Bath Road, Slough, Bucks SL1 4AU).

Dana's Ambush

Dana Perfumes have launched on the UK market Ambush, their light floral fragrance which has already become established in South Africa and Australia.

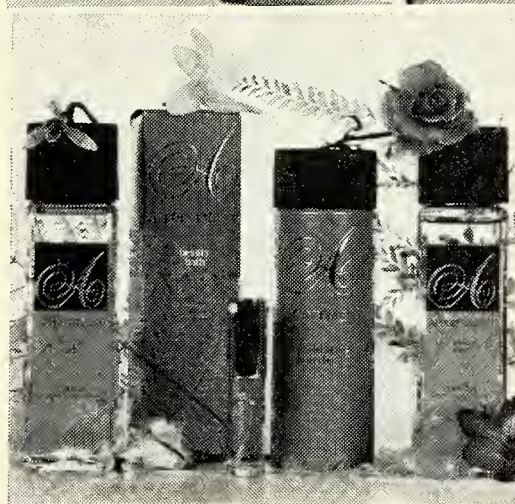
Designed for the young woman, the products available so far are a 50cc glass spray Cologne with gold flute top (£1.10), 55cc Cologne in a three barrel bottle (£1.35) and 7cc spray perfume (£1.20) [all post Budget prices] (Dana Sales Ltd, 9 Grosvenor Street, London W1).

Baby care

Farlene redesign

The new pack for Farlene is intended to align with the Farley's Rusk presentation redesigned last year.

Although both products feature the same type face and family of Farley-men, the Farlene youngsters are much younger and



drawn in a modified style more appropriate to young babies. The manufacturers suggest that maximum profit can be gained by composite display of the two products (Farley's Infant Food Ltd, Torr Lane, Plymouth, Devon).

Over-the-counter medicinals

For a 1½ million market

Trisonovin, a new, chemist-only o-t-c product, is being launched by a newly-strengthened Menley & James sales team.

Trisonovin, a flesh-tinted non-greasy cream, contains resorcinol 2 per cent and sulphur 8 per cent.

Pack is a 25g tube (£0.46). The market is the 1½ million girls suffering from acne, spots and pimples. A consumer advertising campaign is aimed to reach more than 90 per cent of the target audience.

The two main point-of-sale items are the display outer in orange and white, and dispensers with eight page full colour booklets entitled "The Emotional and Physical Aspects of Acne and Other Skin Problems" (Menley & James Laboratories, division of Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts).

Horticulture

Kills greenhouse pests

Secto have launched Sectovap continuous vaporising greenhouse pest killer strip (£0.60) designed to kill most common greenhouse insects including greenfly, aphids, leaf miner etc. The makers say the product has been developed to cope with variations in the size of individual greenhouses. Panels provided on the pack can be removed in accordance with instruc-

tions for use to protect greenhouses from 300cu ft in size up to 750cu ft in size, preventing the possibility of "over-treatment" (Secto Co Ltd, Shaw Street, Blackburn).

Household

Fleur air freshener

An air freshener, called Racasan Fleur (£0.15-£0.20), is designed to provide a constant perfumed fragrance in the home for up to three months "in an entirely different way".

It is said to be basically an impregnated non-toxic powder in a pack which releases perfume at a pre-determined controlled rate. Inside the airtight wrapper is a silver perforated carton that can stand or hang in any room. The powder is contained in an inner porous paper sachet, which allows the perfume to pass through whilst moisture and odours are absorbed.

After removal from the foil outer, the product has a three-month life, the perfume being strengthened every few weeks if the pack is shaken gently. It is available in two perfumes, Spring Flowers and Blue Lavendar and is packed in display cartons containing 12 sachets (Racasan Ltd, Ellesmere Port, Cromwell Road, Cheshire).

PRESCRIPTION SPECIALITIES

Treatment for infertility

Roussel Laboratories announce the introduction of Ondonid (cyclofenil), an oral non-steroidal agent for anovulatory infertility and menstrual dysfunction.

The company say that fertility studies have shown that the pregnancy rate achieved is comparable to that with other oral agents and is uncomplicated by multiple births.

The use of Ondonid is restricted to hospitals and clinics studying and treating women with these problems. It is available to meet prescriptions from these sources or from consultant practices with access to laboratory facilities.

Ondonid is presented as 100mg tablets in containers of 60 (£4.95 trade) (Roussel Laboratories Ltd, Roussel House, Wembley Park, Middlesex HA9 0NF).

PRINALGIN tablets

Manufacturer Berk Pharmaceuticals Ltd, Station Road, Shalford, Surrey

Description White tablets each containing alclofenac 500mg

Indications Pain, especially in arthritis and rheumatism

Dosage One or two tablets every 4-6 hours. In arthritic and rheumatic conditions, two tablets three times daily, reducing this initial dose as symptoms are controlled

Precautions Should be administered with caution in cases of impaired renal or hepatic function and in diabetes

Side effects Occasional nausea and indigestion or cutaneous intolerance has occurred

Packs Of 100 (£2.26 trade) and 500 (£10.80)

Supply restrictions Recommended on prescription only

Issued March 1972

Note: The prices and indications above correct those given last week

TRADE NEWS

Fisons' new agency

Kathleen Court (England) Ltd, manufacturers of Cooltan have announced a sales agreement with Fisons Ltd, pharmaceutical division, Loughborough. As from February 1, Fisons Ltd became the selling agent for Cooltan, Coppatan, Coolene, Sea & Ski and Basque.

Gentler Wood Nymph shades

Elida Gibbs Ltd, PO Box IDY, Portman Square, London W1, have announced that Ash, Tawny and Birch will replace three shades in the Wood Nymph range, only Oat remaining.

These are designed to give a more subtle result than before, Ash being for women wishing to become pale ash blonde; birch, pale silvery blonde; and tawny, pale beige blonde. All can be used on fair to dark blonde hair.

On light brown to medium brown hair, Wood Nymph will produce a soft shade of blonde and on dark brown hair "will lighten it three to four shades to chestnut brown." Advertising support will include eight magazines and spots on Radio Luxembourg in April and May.

Large size Bidex

A large size Bidex feminine deodorant spray has been introduced, containing 140g (£0.68). It is presented in the same aluminium can as the 51g size and comes in the same choice of fragrances, Naturelle, Fraiche and Delicate.

Richard Hudnut Ltd, Eastleigh, Hants, say the latest addition is the biggest can with the biggest fill on the feminine deodorant market, and offers a 35 per cent saving over a purchase of the 51g size.

New magazine through Boots

Boots' retail shops are to be the outlet for a new consumer beauty magazine, *Looking Good*, to be launched in September, initially as a quarterly. The tie-up with Boots arose, said the founder, Penny Vincenzi, because she wanted a cosmetics magazine that sold at the point-of-sale "and Boots are the biggest in cosmetics; we'll be talking about the sort of products Boots sell".

PD & Co move completed

Parke Davis & Co announce that they have now completely vacated their old premises at Hounslow, Middlesex.

All communications should henceforth be addressed to Usk Road, Pontypool, Mon. NP4 8YH (telephone Pontypool 2468; telegrams, Parkedave Pontypool, Telex: 49647).

Breck Basic source

Breck Basic Texturiser is available from Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW3 and not as previously stated.



Latest addition to the Lewis Woolf range of baby care products are Sof'down nappy liners in packets of 50s (£0.24) and 100s (£0.43) (Lewis Woolf Griptight Ltd, Oakfield Road, Birmingham 29)

Bonus offers

May & Baker Ltd, Dagenham, Essex RM10 7XS. Anthisan cream, 25g tubes, 40 packs charged as 35. Through wholesalers or direct from the company's representatives.

Menley & James Laboratories, division of Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts. Trisnovin. 13 invoiced as 12. 56 invoiced as 48.

Nicholas Products Ltd, PO Box 17, 225 Bath Road, Slough, Bucks SL1 4AU. Liquid Radox with pine essence and Radox footspray. 12 invoiced as 10 (until April 21).

Easter closing arrangements

The following companies have advised us of their Easter closing arrangements: Beecham Ethical Distributors, Great West Road, Brentford, Middx: offices closed from 5.15 pm, Thursday, March 30 until 9 am Tuesday April 4. Telephone answering service 01-560 2876 (Urgent supplies from John Bell & Croyden).

CIBA Laboratories, Horsham, Sussex: closed from 5.30 pm Thursday, March 30 until 9 am Wednesday April 5.

May & Baker Ltd, Dagenham, Essex: Sales offices closed from 5.30 pm Thursday, March 30 until 9 am Tuesday, April 4. Order department, Pharmaceutical Specialities (May & Baker) Ltd, closed from 5 pm March 30 until 9 am April 4 (Urgent supplies from John Bell & Croyden).

Merck Sharp & Dohme Ltd, Hoddesdon, Herts: Closed from 5.30 pm Thursday, March 30 until 9 am Tuesday, April 4 (Urgent supplies from John Bell & Croyden).

Northern Pharmaceuticals Ltd, Bradford: closed Sunday, April 2 and Monday, April 3; ethicals only 9 am-noon, Tuesday, April 4.

Pharmax Ltd, Bexley, Kent: closed from 5 pm Thursday, March 30 until 9 am Tuesday, April 4 (Urgent supplies from John Bell & Croyden).

PROMOTIONS

Major slimming campaign

The biggest ever major promotion in the slimming foods field is claimed for Bisk current enterprise, launched in conjunction with an advertising campaign. These are to appear in 12 women's magazines, two slimming publications, *Reveille*, *TV Times*, *Daily Mirror*, *Daily Express*, *Sunday People*, *Sunday Mirror* and *News of the World*, based on an independently run clinical trial.

The campaign has been designed so that 90 per cent of women aged between 25 and 54, the age group said to be most interested in slimming, will see the advertisements 30 times during the year. The promotion, supported by a new display unit and point-of-sale material, consists of a slimming course using one of two selections of Bisks products, along with five pack tops being exchanged for a 20p voucher against further purchases. This will run until the end of June (Fisons Ltd pharmaceutical division, 12 Derby Road, Loughborough, Leics).

Gala inform assistants

Gala of London are to direct more attention towards the beauty assistant and to keeping her informed of new products and trends, through the publication of the bi-monthly "Gala Girls' News Letter", on controlled circulation to 1,550 retailers, and through a series of regional evening schools. These are to be held in the spring and autumn to demonstrate the new fashion's look and products. The first edition includes a competition with record-token prizes.

Close-up news-sheet

To boost the launch of Close-up toothpaste, Elida Gibbs have distributed a one-page explanatory news-sheet to retail outlets not visited by their sales force.

The sheet is called *Trade News* and gives details of a competition for Close-up stockists, which carries a prize of a Morris Marina car, as well as a 75p coupon redeemable at wholesalers or cash and carries against the following purchase of the product (Elida Gibbs Ltd, PO Box IDY, Portman Square, London W1).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except G, E

Astral: Ln, M, Y, Sc, NE, A, B, G

Buttercup syrup: Lc, Y

Harmony hairspray: All except E

Man size Scotties: All except E

SR: All except E

Sunsilk shampoo and hairspray: All except E

Tegrin medicated shampoo: All except E

Wella products: All except E, CI

COMMENT

Unity in pharmacy

though not the major theme of the Scottish hospital pharmacists' weekend conference (p 420), a recurring topic is the need for co-operation between hospital and general practice. It was first raised in the opening address by Mr J. P. Kerr, vice-president of the Pharmaceutical Society, who suggested that the improvement in the pharmacists' standing within the hospital, and the increasing reliance of the young doctor on his advice, would spill over into general practice—and serve to give a more satisfying career to the young pharmacy graduate.

Then came the proposal that the general practice pharmacist might double for the hospital pharmacist in those outlying hospitals where there is no call for a full-time appointment—but where pharmaceutical advice and services are required just as much as in the larger hospital. There are problems, of course, such as the quality of experience of the general practice pharmacist concerned, and the fact that there is often no community pharmacy in a small-hospital area. But where conditions are right, it is an experiment that would be well worth trying—the dual role could even allow the provision of a pharmaceutical service where general practice alone would be uneconomic. The main barrier to this sort of co-operation, however, is to be found at the personal level. There are far too few people willing to say "I am a pharmacist". It is always: "I am a hospital pharmacist" or "I am a retail pharmacist", and for many there is a tremendous gulf between the two.

'Images' of a profession are not confined to outsiders, and we wonder how much of the parochial attitude stems from the visualisation of the hospital pharmacist as someone who never leaves his dispensary and never sees a patient, and of the retailer as someone who feels he has achieved the ultimate if he knows a drug's name. Both images are false, but they give rise to some hospital pharmacists' belief that the "retailer-controlled" Pharmaceutical Society cannot understand, let alone help to solve, his problems. Retailers, on the other hand, feel that if the "extraprofessional" views of the hospital pharmacist are given too much rein, businesses will become uneconomic and the pharmaceutical service to the public will suffer.

Against this background, co-operation of the kind envisaged must be slow to develop. What is required is a

realisation by both branches of the profession that their common training has provided the basis for two different specialisations—not two professions. The two branches do not need to be fully interchangeable: there is no need for the retail pharmacist to be an expert on intravenous infusion additives or the hospital pharmacist on over-the-counter treatments or baby care. But, in these days, both require to be expert on matters such as drug interactions. And there is sufficient common ground to allow the general practice pharmacist to assist in the smaller hospital with the support of his colleague in the parent hospital.

As Mr B. H. Smith, president of the Guild of Hospital Pharmacists indicated in Dunblane, the new Noel Hall structure will make the hospital pharmacist a strong contender for the area posts under a restructured Health Service—with responsibilities for both hospital and retail practice. It is therefore obvious that the profession must be working in a united way, with united aims, before the unified structure becomes operative.

Tax relief

What a relief! That must surely be the reaction throughout retail pharmacy on hearing the terms under which Value Added Tax is to be introduced next year.

The Chancellor's decision—against all the omens—to introduce a flat-rate 10 per cent tax on all goods immediately dissipates earlier fears that the retail pharmacist would find himself dealing with, and separately accountable for, goods in a number of tax categories.

Also dispelled are the difficulties that would have been involved in the chemist's position had he found himself classified as "a partially-exempt trader" (as described in *C&D*, January 1).

The immediate terms and their implications are set out on p 405 but the important thing is that the Chancellor has managed to invest VAT with a degree of simplicity for which few dared to hope.

The Budget does not eliminate the "double tax" objection as regards goods on which Purchase Tax has already been paid at the time of VAT introduction—but the immediate reductions, coupled with the promise of a purchase-tax-free period before VAT day, provide a degree of comfort.

It will not be possible to make a final judgment, however, until the Chancellor makes known the exact timing.

BOOKS

Tradesman's Law of Trade Marks and Trade Names. T. A. Blanco White QC and Robin Jacob. Sweet & Maxwell Ltd, 11 New Fetter Lane, London EC4. 10 x 6½ in. Pp xciii+807. £12.50 (tenth edition). The arrangement of the new edition of this, the standard work on trade marks, has been altered in that the paragraph references have been linked with the chapter numbers. Consequently it is much easier to find references than in the past. The texts of the Merchandise Marks Acts have disappeared from the appen-

dices but they have been replaced by the texts of the earlier Trade Mark Acts and the sections of these acts are cross referenced to the Trade Marks Act 1938. The list of contrasted marks and names, a feature of the 9th edition, remains in its accustomed place.

Since 1966 there have been a number of significant cases in trade mark law and these are fully reported. The *Daiquiri Rum* case, and the *G.E.* case are noted, with the latter case the issue has not been finally decided as an appeal is pending in the House of Lords. The important case for pharmacists, particularly those in industrial pharmacy, is without doubt *Hoffmann-La Roche & Co A G v DDA Pharmaceuticals Ltd* which concerned the

use of the black and green get up of Librium capsules, and this is carefully noted.

Those who are concerned with trade marks have come to rely on Kerly for the large amount of valuable information contained between its covers. This edition is up to the standards required of such a work and it will be a valuable addition to the shelves of the pharmacist concerned with trade mark matters.

Books received

Law for the Pharmacy Student. William E. Hassau, jun. Lea & Febiger. Distributed in Great Britain by Henry Kimpton, 205 Great Portland Street, London W1. 9½ x 6 in. Pp 285. £5.15.

PROFESSIONAL NEWS

Conference of Scottish Hospital Pharmacists

Intravenous additives: problems and solutions

The setting up of regional information centres on infusion fluid additives, and the establishment of a central additives mixing service in very large hospitals, were advocated by Professor R. H. Girdwood, professor of therapeutics at Edinburgh Royal Infirmary, last weekend.

Giving the opening paper at the fifth conference of Scottish hospital pharmacists in Dunblane, he said that the first problem to be overcome in improving the safety of additive procedures lay with the education of the medical student. "Doctors do not know that there is a problem with IV additives," he maintained. Yet one book listing drug hazards contained five pages of potentially lethal drug combinations, 26 pages of possible adverse reactions to drugs and 411 pages of possible drug interactions. This was too much to learn, and out of 5,800 hours of teaching, Professor Girdwood estimated that the medical student received only one hour's tuition on drug interactions—"IV additives are probably mentioned in a sentence".

Who, then, is worried about the situation? Professor Girdwood answered his own question by eliminating most of the groups prescribing and preparing the infusions with additives, concluding that above all it was the pharmacist who was worried. It was to him that all eventually turned for advice on all interactions.

The speaker then gave his recipe for solving the problem of infusion fluid additives. First came education of the medical student, followed by the provision of a comprehensive British guide to the potential dangers—which must be kept up to date. Information on the available reference books was required, also. The regional information centres he proposed would be akin to the regional poisons centres, but there should also be libraries in hospital pharmacies—the place everyone turned to. Computers could play a part, too.

Centralised mixing

Professor Girdwood added three more actions to help with the problem: a central mixing service in very large hospitals, ward pharmacy (which he described as a great advance because it brought medical staff into contact with pharmacists in a way they had never been before) and the attachment of chief pharmacists to universities.

However, Professor Girdwood qualified his remarks on a central mixing service by saying that he doubted whether all additions should be made in the pharmacy. But there were many unnecessary additions made on the wards—for example potassium chloride infusions being made by the addition of the contents of an ampoule to a bottle of saline because it was not realised that the infusion could be supplied ready-prepared by the pharmacy.



Professor Girdwood

The speaker also warned against issuing lists of incompatibilities—there was a tendency to regard anything not on it as "safe". It was better to advise against adding anything, telling the doctor to obtain information from the pharmacy or department of therapeutics.

The second speaker presented the conference with an analysis of the pattern of use of intravenous fluids. Dr A. Fleck, consultant biochemist at Glasgow Royal Infirmary, had researched a general surgical ward and an intensive care unit and found that in a 24-day period, general surgery used a total of 499 bottles, of which about one-third were saline and two thirds glucose 5 per cent, with negligible quantities of other fluids. Additions had been made to 163—almost a third—of the bottles, not counting the drugs given by the anaesthetist.

Dr Fleck also showed that 7.2 per cent of the total number of bottles were saline with the addition of potassium chloride and 9.2 per cent were glucose with the same addition. Additions of 10 and 20 mEq were the most common, and the speaker considered that stocks of these could be purchased or prepared, or at least the addition carried out by the pharmacy. He said it was ward practice to make up stocks for a day, and many hours might elapse between preparation and administration—possible incubation time.

It was up to pharmacists to decide whether they could cope with the demand for fluids, said Dr Fleck. Because of the analytical time taken for electrolyte analyses, it was common for many

changes in IV fluid prescriptions to be made in the late afternoon or overnight. "You would have to cater for these changes if the pharmacy were to make all the requirements." Certain stock additions could be considered, but they would present labelling and storage problems for the wards. Would they be justifiable in terms of sterility and economics? Dr Fleck concluded.

During discussion of the two papers, Mr J. A. Myers, said that stock preparation in the pharmacy guaranteed sterility since the whole infusion could be autoclaved. Edinburgh Royal Infirmary had been using 28,000 ampoules of potassium chloride a year and they now wanted to get the compound into the solution autoclaved before it got to the ward. Concerning labelling, he proposed that the KCl addition should be carried out in luminescent lettering.

Several speakers gave their support to a 24-hour additives service being provided by the pharmacy, and Dr Fleck thought that "on call" would be effective. It would be necessary to fight for the extra staff and facilities—"A good deal of the pressure for this has got to come from pharmacists themselves," he maintained.

Another pharmacist suggested that the problem of additives should be solved by providing a list of drugs that were stable in certain vehicles; anything else would be referred to the pharmacy which would tackle the individual request.

Setting up an additives service

The operation of a central additives service by pharmacy in the United States was described by Mr C. J. Latiolais, director of the department of pharmacy, Ohio State University Hospital.

He said it had been realised that preparation on the wards might be carried out under unaseptic conditions, that there might be harmful admixtures, that pharmaceutical calculations might be inaccurate, and that reconstituted preparations might be used after their useful life.

The two essential conditions were therefore a controlled environment (provided by a laminar-flow hood) and preparation under the supervision of qualified personnel. Problems of contaminated fluids in recent years had led the US Food and Drug Administration to require that administration sets be changed every 24 hours (though they had previously remained in use for up to seven days) and the Joint Commission on Accreditation of Hospitals now required that the pharmacist be used in the preparation and handling of IV admixtures.

A study of a 400-bed hospital had revealed that where nurses specialising in IV therapy were making the additions, there was a 21 per cent medication error rate. This comprised: wrong drug or flu-



C. Latiolais demonstrates vacuum equipment for plastic packs

ected 3 per cent; wrong dose added 9 per cent; unordered drug included 3 per cent; known incompatibility between additives 6 per cent. If other "deviations," such as failure to clean the preparation area, were included, there were 99 per cent errors.

A ten-step programme had been used in setting up the Ohio central admixture service. The existing system was first studied, then a study committee formed between pharmacy and nursing to find a better way of doing the work. Compilation of incompatibility data came next, with design of the admixture room. A study system was designed so that a pilot project could be started, with "orientation" of nurses and physicians. This operation was evaluated, and finally a hospital-wide service instituted.

The system involves the pharmacist receiving a carbon copy of the prescription, which is reviewed for incompatibilities, etc. Everything required for one administration is placed in a tray—which can be checked by the pharmacist after a technician has completed the preparation. The pharmacist also checks the label, for articulate matter and for cracked bottles. The order is then filed in such a way that the next bottle is prepared before it is needed on the ward.

Four techniques of preparation were described by Mr Latiolais: The Travenol insert system, injection of additive by syringe, aseptic transfer using a two-way needle, and plasma transfer methods. He also demonstrated an apparatus for creating a vacuum inside plastic bags containing IV fluid so that additives could be drawn in by negative pressure.

The speaker concluded that the service provided these advantages: Centralised

responsibility, time saving for physician and nurse, standardised labelling, systematised quality control, incompatibility screening (with the pharmacist able to assist with alternatives), aseptic environment for compounding, and the availability of special concentrations of additives.

Mr Myers asked about the training of pharmacy staff in aseptic technique and the level of contamination found. Mr Latiolais replied that there was a programme of "workshops"; all unused bottles returned to the pharmacy were bacteriologically tested and no contamination problem had been found. He admitted to another questioner that when an incompatibility was noticed the pharmacist was "on the spot". He had to give an explanation of the incompatibility—it was not enough to say there is a dot in the incompatibility table—so that a decision could be taken on whether to add excess drug (if the decomposition product was not toxic), to give the drugs separately, or to find an alternative route.

Asked about a service for hospitals distant from the central service, Mr Latiolais said the same problem was being faced in the US and they were trying to make use of the local community pharmacist, who could spend perhaps an hour a day developing a good drug control system for the hospital. However, it was difficult to get the community pharmacist

interested. Mr K. Stewart said he had experience of such a system but found the retail pharmacist charged too much for the work, which was therefore centralised. Mr Higson, Department of Health, added that in many small-hospital areas there was no community pharmacy.

The final session of the conference was devoted to drug addiction, with a paper by Dr B. Ritson, Royal Edinburgh Hospital, who gave a psychiatrist's view of the problem. He said it was easy to get someone off drugs physically, but to get them off psychologically was very difficult.

Dr Ritson was not convinced that it was an advance to turn a heroin addict into a methadone addict, or even to continue to supply drugs at all—except that the patient remained in contact with the physician to get his supplies. The need was for the addict to break away from his circle of friends and for society to provide an attractive alternative to drugs for those who came off. All successes so far had stemmed from restrictions—such as on the use of methylamphetamine and amphetamines generally, he maintained.

Dr Ritson asked pharmacists to do all they could to dissuade doctors from prescribing vast quantities of drugs. People were slowly becoming aware that drugs were not the answer to everything—the message to get across was that medicines were something to be avoided.

'Pocket' Instamatics coming

A new range of Kodak pocket Instamatic cameras, using a new smaller film cartridge has been announced by The Eastman Kodak Co of Rochester, New York.

Initially, Kodak pocket Instamatic cameras will not be available in Europe. However, cameras and projectors specially designed for the European market will be introduced in September at Photokina in Cologne. It is anticipated that the new camera outfits will start around £13.

The cameras measure approximately $5 \times 2\frac{1}{4} \times 1$ in and weigh between $5\frac{1}{2}$ oz and 9 oz depending on the model. They have been specially designed to slip easily into a pocket or handbag.

There are five Kodak pocket Instamatic cameras in the series, ranging from an easy-to-use fixed-focus model to more sophisticated models with versatile lenses, electronic shutters and—on the top model in the range—a coupled rangefinder. All

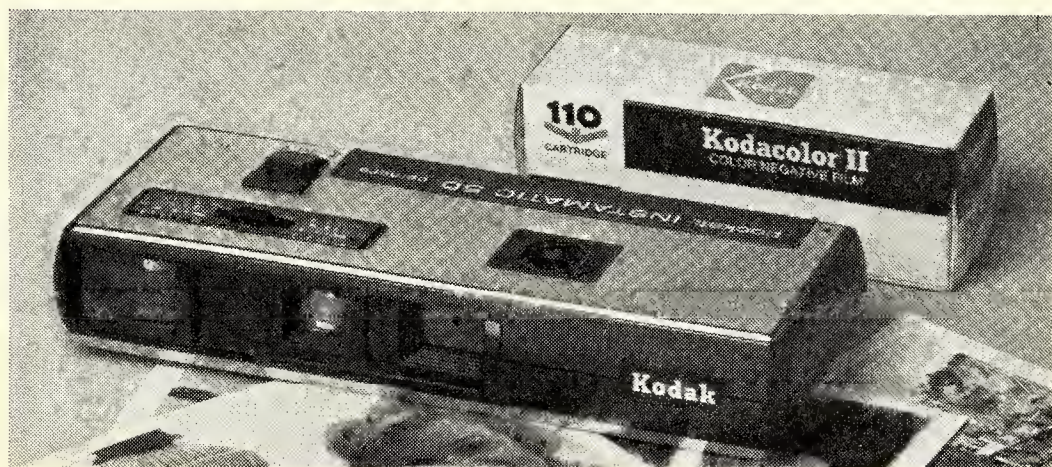
five are designed to take Magicubes, giving flash without batteries.

The new pocket Instamatic cameras will not replace the familiar Kodak Instamatic cameras taking the 126 film cartridge, which will continue to be manufactured and sold alongside the new models.

The cameras feature easy-loading with a cartridge, designated size 110, and smaller in size than the familiar 126 cartridge, giving a 13×17 mm picture format on 16 mm wide film. Four films will be available in the new 110 size. These are Verichrome, Kodachrome-X, Ektachrome-X and a new film, Kodacolor II.

Kodacolor II film is a new product that has been specially introduced to give the finer grain and higher resolution necessary to produce optimum quality colour prints from very small negatives.

Eastman Kodak is introducing three Carousel projectors to take 110 size slides.



NEW Radox foot spray



Relieves tired, aching feet instantly!

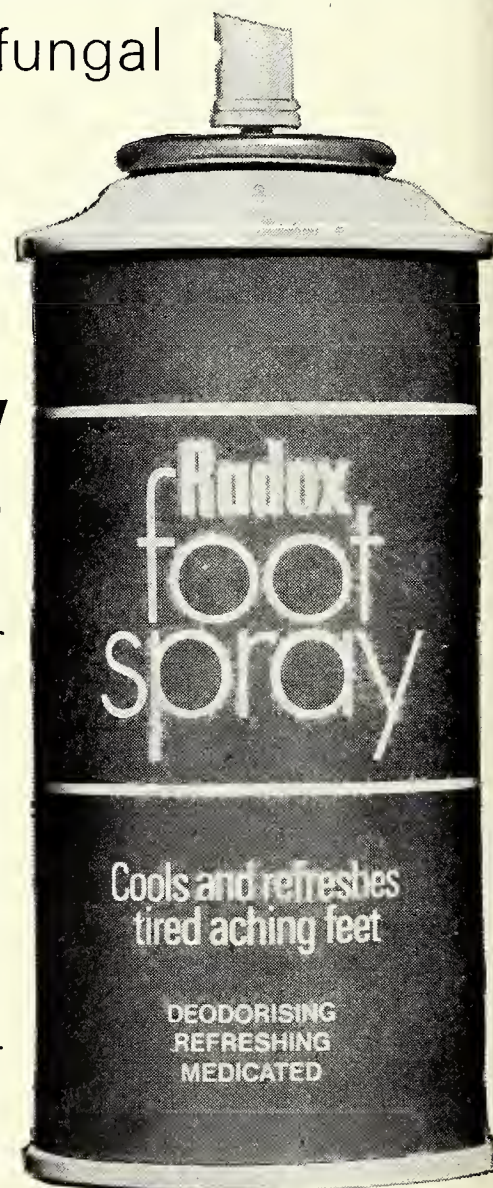
Radox Footspray is formulated to cool, soothe, refresh and deodorise hot, aching, tired, perspiring feet at once. It also contains anti-bacterial and anti-fungal ingredients which help prevent and control "athletes foot".


Radox Footspray is supported by **sustained** consumer advertising stressing both these benefits in **national** dailies, Sundays and **specialised** sports and athletics media.

You will sell Radox Footspray **readily** to those who are in urgent need of speedy relief. You will go on selling Radox Footspray **steadily** to those who have a regular need to care for their feet.

The advertising begins in April. Order now through your wholesaler or direct from:

NICHOLAS PRODUCTS LIMITED, 225 BATH ROAD, SLOUGH, BUCKS.



A Nicholas  Product

LETTERS

Guarantees

An article under the heading "Guarantees—do they really protect you?" (*C&D*, March 4, p 307) Ewan Mitchell welcomes the Government's promise to introduce legislation banning the exclusion of a consumer's common law rights by clauses so-called guarantees or warranties.

Must say that, as a consumer, I would expect a "guarantee" to increase rather than limit any rights I might have against someone who sold me faulty goods. But surely the retailer should have similar rights against his wholesaler and the wholesaler should be entitled to pass them on to the manufacturer where appropriate? The vast majority of consumer complaints result from manufacturing faults and it is only fair that the manufacturer should take the blame.

We understand that the forthcoming legislation will be based on the recommendations of the Law Commission's report on Amendments to the Sale of Goods Act (Law Commission No. 24). If this is so, the ban on exclusion clauses will apply only to sales by retail or consumer sales as the report calls them. Manufacturers will still be entitled to limit their liability by means of "no liability" clauses in their contracts of sale or standard terms of business. Wholesalers will similarly be able to "opt out" of the conditions implied by the Sale of Goods Act.

We would hope that reputable manufacturers (like reputable retailers) would be held by their customers and accept responsibility that is properly theirs. But I expect that retailers are going to be "lumbered" and that many manufacturers will allow them to be. It is said that wholesalers can take out suitable insurance for any of them do—but so can manufacturers. Why should retailers pay premiums that are bound to increase when claims start flooding in?

I think Mr Mitchell's "welcome" needs qualifying.

J. Wright

Director, NPU Group

Ewan Mitchell writes: At present, under the Sale of Goods Act, 1893, retailers have the same rights against their suppliers as their customers have against them. I agree.

Mr Wright that this is fair and reasonable—and I hope that the retailers are not in fact "get lumbered" without a recourse against their own suppliers. But any legislation will have to be watched—carefully.

Price equality

Refer to a Woolworth's advertisement in the *Daily Mail*, March 10. Isn't it remarkable that a firm like Woolworth's can give up to 30 per cent on retail prices for special offers and yet we as chemists

as a group cannot compete with them in any way? Although I think the efforts of the NPU have been commendable, they do not achieve any great measure of success in comparison with Woolworth's or Boots. Why?

The last offer negotiated by NPU was Silvikrin hair spray at a selling price of 22p whilst Boots' sell for 20p and Woolworth's for 17p. Surely the Beecham Group "promises" of 500 per cent increases are not serious? Surely it is only wishful thinking?

I cannot blame NPU, they could only get an agreed reduction from Beecham's and no more. If, however, Beecham's still require the chemists' support because of the o-t-c medicines section, they and other such firms should give us such support so we can sell their toiletry products on the same level as Boots and Woolworth's. Perhaps we could buy at special offer prices which are printed on the cartons, etc; then perhaps we could all get a reasonable deal.

Middlesex Pharmacist

'Deprived' answered

"Deprived" (last week, p 387) has a strong point as we all know, but his remedy is too cumbersome and a simpler one suggests itself.

Let the Department of Health list all drugs and dressings with, against each item, the quantity which would provide an appropriate course of treatment. Prescriptions for quantities below the listed one to be free, those for quantities above to be charged at a fairly high rate.

Patients, and through them, doctors, would very quickly come to know the maximum free quantities. The National Health drug bill would come down rapidly, while pharmacists' remuneration would rise. Everybody would be happy, why isn't it done?

R. Gartside

Liverpool

I thoroughly sympathise with "Deprived". May I suggest that he examines minutely two further points: Container costs and container allowance, and discounts received and discount deducted.

I feel sure that the discrepancies will shock him still further. If one is expected to work to an accuracy of 10 per cent—then surely these two items should also be within 10 per cent.

R. D. Gaiger

Sutton, Surrey

How amused I was to read your correspondent's letter on "Lost Fees" signed "Deprived". That is, until I thought "I can easily conduct just such a survey".

□ Result no 1—estimated £240 fees lost per month ie £2,880 per year.

□ Result no 2—and this I think must take some beating—no less than 57 per cent of items were for supplies to last one month and over! Put that in your pipe negotiating committee.

I would also like to comment on "Deprived's" ideas on striking, ie only to disperse one week's supply. This is excellent, and would, I feel, be supported by the vast majority of members.

Fuming

Trading stamps

We were extremely interested to read your Comment page in the February 26 edition of *Chemist and Druggist*, in which you discussed the position of trading stamps in pharmacy today.

We fully agree with the conclusions you draw, but would just like to comment on the paragraph referring to stamps and prices. As far as our own and independent research is concerned, we can find no evidence at all that stamps put up retail prices. In fact, often, the reverse has been found to apply. For example, the *Which?* survey on groceries (November) stated "prices did not differ widely between stamp and non-stamp shops", and a *Sunday Times* survey on prices said: "It is no coincidence that Tesco was the cheapest . . . trading stamps can give the housewife clear savings".

If you are aware of any instances where the giving of trading stamps has resulted in an increase in the retail price, we would be extremely grateful if you could let us know, so that we can take appropriate action.

Rebecca Bowring

Public Relations Executive

Green Shield Trading Stamp Co

Edgware, Middlesex

We have not attempted to obtain specific instances of higher prices with stamps—though we know that petrol stations, at least, tend to be dearer for the same product if stamps are given. However, that was not the point we were making. Stamps, in our opinion, do not "create" business, they merely redistribute business that would have gone somewhere anyway.

If a retailer increases his business by giving stamps, he may hold his prices—but this is at the expense of the retailer who lost the business and who can, as a result, no longer give his customers the value or service that he did before.

We realise that this argument could be taken back many stages, but in the end it boils down to whether the intervention of trading stamps raises the total level of consumer spending, which we doubt. If not, the stamp companies' profits must come out of money that could otherwise have been passed on to the consumer by way of price reductions.—Editor.

Rare praise

Correspondence columns nowadays seem to be full of complaints and dissatisfaction. It gives me great pleasure, therefore, to be able to write a letter of commendation.

I have now been dealing with Thomas Kerfoot & Co Ltd (with whom I have no connection) for a number of years, and I would like to place on record my appreciation of their business methods. Orders are replied to promptly and courteously, and complaints (which are few) are dealt with efficiently and without delay—and often, generously. In brief, a good "old-fashioned" firm with whom it is a pleasure to deal, and they will have all the business that I can give them.

Other firms please note!

Highly Satisfied

MARKET NEWS

Mercurials follow metal prices

London, March 22: Makers of mercurials lowered their prices following the fall in the metal announced last week. Typical was the perchloride which lost £0.25/kg and subchloride which was down £0.35.

After a long period of stable prices Cape aloes moved up £40 metric ton for spot. Easier were Peruvian cochineal, Sarawak pepper and Brazilian menthol.

Among essential oils spot Chinese peppermint was again on offer. Ceylon citronella continued its firmer trend, Bourbon geranium was down £0.50 at £17 per kg.

Pharmaceutical chemicals

Adrenaline: (Per g) Synthetic 1-kg lots, £0.059 500 g (£0.067); acid tartrate, 1 kg (£0.44); 500 g (£0.05).

Aloin: 50-kg lots £9 kg.

Aminacrine hydrochloride: £33.50 kg.

Amylobarbitone: 5-kg £3.59 kg; sodium £4.15.

Aspirin: 10-metric ton lots £525 ton; 5-ton £530; 1-ton £540.

Atropine: (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.

Barbitone: 50-kg lots £2.60 kg; sodium £2.60.

Bemegride: BPC £16 kg.

Benzamine lactate: 500-kg lots, £51.15 kg.

Benzocaine: 50-kg lots £1.48 kg.

Bromide: Crystals (£ per kg).

	12½ kg	50 kg	250 kg
Ammonium	0.52	0.43	0.40½
Potassium	0.47	0.38½	0.36
Sodium	0.46	0.38	0.35½

*Powder plus £0.02.

Brucine: sulphate £20 kg.

Butabarbital: 5-kg £5.63 kg; sodium £6.25.

Butobarbitone: £4.68 kg for 5-kg lots.

Chloral hydrate: 50-kg lots £0.75 kg.

Chloroform: BP from £222.20 per metric ton in 280-kg drums to £235.97 in 35-kg drums.

Chlorophenesin: 50-kg lots £3.62½ kg.

Cinchocaine hydrochloride: £42.50 kg.

Cocaine: Alkaloid £222 kg; hydrochloride £202.75. Subject to DDA Regulations.

Glycerin: BP spot lots, per metric ton: 5,000-kg £211.60; 1,000-kg £214.55; 250-kg £220.45; under 250-kg £250.

Guaiacol salicylate: £1.40 kg for 250-kg lots.

Homatropine: (500-g) Alkaloid £59.10 kg, hydrobromide £46.75; hydrochloride £55.30; methylbromide £48.65; sulphate £57.25.

Hypophosphites: Per kg 12.5 kg 50 kg

	£	£
Calcium	1.14	1.06
Iron	2.35	2.27
Magnesium	1.98	1.87
Potassium	1.57	1.45
Sodium	1.27	1.17

Hyoscine hydrobromide: £314.25 kg.

Hyoscyamine sulphate: per kg £55.50.

Iodine: Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.

Isoprenaline sulphate: 5-kg £16.50 kg.

Mercury salts: Per kg in 50-kg lots; ammoniated powder £3.95; oxides—yellow £4.65 and red £4.85; perchloride £3.35; subchloride £4.20; iodide £4.85 (25-kg lots).

Methadone hydrochloride: Subject to DDA regulations £0.15 per g for 100-g lots.

Methyl salicylate: Per metric ton in 5-ton lots £425; 1-ton £430, 500-kg £435.

Narcotine: Alkaloid and hydrochloride in 25-kg lots £15 kg

Neomycin sulphate: BP 5-g £27.50 g.

Pentobarbitone: 5-kg lots £4.76 kg for acid and £5.05 for sodium.

Phenobarbitone: 50-kg lots £3.60 per kg; sodium £4.10.

Phocodine: 1-kg £198.36; 7-kg £189.20 kg; 60-kg £180.

Phthalylsulphathiazole: 50-kg lots £1.90.

Physostigmine: 100-g lots salicylate £690 kg; sulphate £880.

Pilocarpine: 1-kg lots hydrochloride £102; nitrate £95.

Piperazine: Under 50 kg; adipate £0.963 kg; citrate £0.92½; hexahydrate £0.663; phosphate £0.02½.

Quinalbarbitone: Sodium and acid £5.15 kg for 25-kg lots.

Strychnine: (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.

Succinylsulphathiazole: 50-kg lots £2.70 kg.

Sulphacetamide: Sodium BP £2.98 kg.

Sulphadiazine: 50-kg lots £3.47 kg.

Sulphadimidine: 250-kg lots £2.95 kg; sodium £3.05.

Sulphaguanidine: BPC in 250-kg lots £2.13 kg.

Sulphamerazine: In 50-kg lots £3.12½ per kg.

Sulphamethizole: BP 50-kg £4 per kg.

Sulphanilamide: 50-kg lots £1.03 kg.

Sulphaquinoxaline: B Vet C in 50-kg lots, acid £4.07½ kg; sodium £4.50.

Sulphathiazole: 100-kg £2.025 per kg; 50-kg £2.07½.

Terpineol: 50-kg lots £0.47 kg.

Thiamine: Hydrochloride and mononitrate

£4.07½ kg; sodium £4.50.

Zinc carbonate: BPC 25-kg sacks £0.26 kg.

Zinc chloride: granular 96-98% £135 metric ton.

Zinc sulphate: heptahydrate £44 metric ton.

Crude drugs

Aconite: Spot £1,050 metric ton; £1,050. cif.

Acor: (lb) Kobe No 1 £0.85 cif; European £0.73.

Aloes: (metric ton) Cape primes £270 spot; £215 cif. Curacao £790 spot; £750 cif.

Balsams: (lb) Canada: £1.80 spot; shipment £1.75 cif. Copaliba: BPC £0.50; Para £0.40. Peru: £1.15 £1.10, cif. Tolu: BP £0.70.

Belladonna: Leaves £0.15 lb spot and cif. herb £0.11 spot, and cif; root £0.12 spot; £0.11, cif.

Benzoine: BPC, £36.50 cwt; £32.£33, cif.

Buchu: Spot rounds £1.40 lb.

Camphor: BP natural powder £1.25 kg spot; £1.05, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cardamoms: (Per lb cif) Alleppy greens No 1, £0.75 prime seeds £1. Ceylon No 1 £1.10.

Cascara: Spot £325 metric ton; shipment £305, cif.

Cassia: Lignea, whole nominal.

Chamomile: Hungarian £0.45, lb.

Cherry bark: spot £0.20 lb; £0.17, cif.

Chillies: Zanzibar £575 ton spot.

Cinnamon: Seychelles bark £315 ton, cif. Ceylon

quills four O's £604.80, quillinos £313.60.

Cloves: Madagascar £1,450 metric ton, cif.

Cochineal: Tenerife black-brilliant £6.25 kg spot;

Peruvian silver ore £5.30; £5.25, cif.

Cocillana: Spot £0.35 lb.

Colocynth pulp: Spot nominal; £650, cif.

Dandelion: Root £440 metric ton spot; £410, cif.

Ergot: Spot £3.10 kg.

Gentian: Root £425 per metric ton spot; £405, cif.

Ginger: (ton) Cochin unquoted. Jamaican No. 3 £1,050 spot; £850, cif. Nigerian split £170;

£160, cif; peeled £300, £255, cif.

Ipecacuanha: (per lb) Matto Grosso £2.75 spot;

£2.60, cif. Costa Rican £2.35 spot; £2.20 cif.

Jalap: Mexican 15%, resin £850 metric ton, cif.

Kaolin: BP £66 per 1,000-kg sacks.

Kola nuts: West African halves £90 metric ton

spot; shipment £75, cif.

Menthol: (kg) Chinese spot £6; shipment £5.95,

cif. Brazilian spot £4.35; March-April £4.10, cif.

Pepper: (ton) Forward Sarawak black £330; white

£460 both cif.

Sarsaparilla: Spot £0.55 lb nominal.

Seeds: (ton) Anise: China star £175, spot;

shipment £125, cif. Caraway: Dutch ex wharf

£39. Celery: Indian £360; shipment £295,

cif. Corlander: Moroccan £77, cif. Cummin: Indian

£260, cif. Dill: Indian £23, cif. Fennel: Indian

£165, cif. Chinese £120, cif. Fenugreek: Moroccan

for shipment £63, cif. Mustard: £60, £120.

Essential oils

Citronella: Ceylon spot £1 kg; £0.93, cif. Chinese; £0.93, cif.

Geranium: (kg) Bourbon £17 kg; Congo £14, cif; Egyptian £16, cif.

Lemongrass: £2.20 kg spot; April-May £2.15, cif.

Pennyroyal: £2.50-£2.70 kg to arrive.

Peppermint: (per kg) Arvensis Chinese. Spot

£2.50; £2.30 cif. Brazilian £1.67 spot. March-

April £1.60 cif. American Piperata from £3.85.

Spearmint: American £5 kg, cif; Chinese spot

£3.45 kg; shipment £3.40 cif.

COMING EVENTS

Sunday, March 26

Anglia Region, Pharmaceutical Society association with School of Pharmacy, City of London, Brunswick Square. Refresher course, including review of Tariff and its Amendments.

Welsh School of Pharmacy, The University of Wales, Institute of Science and Technology, Cardiff. One week course "Preparations for the hair".

Monday, March 27

Powtech 73, International Powder Technology & Bulk Solids Exhibition and Conference, Exhibition Centre, Harrogate (March 29).

Tuesday, March 28

Fife Branch, Pharmaceutical Society, ton hotel, Kirkcaldy, at 7.30pm. Mr. Abel on "Re-organisation of the NHS Health Service."

Wednesday, March 29

Birmingham Pharmaceutical Committee Birmingham Medical Institute, 36 Harborne Road, Edgbaston at 7.45pm. General meeting. Mr J. Charlton on "Recent changes in NHS remuneration."

Sheffield Branch, Pharmaceutical Society Royal Victoria Hotel, Sheffield, at 8pm. Ladies' night. Lady Isobel Barnett on "Fascinating people I meet."

South East Region, Pharmaceutical Society Brighton Polytechnic, Moulsecoomb, Brighton at 8pm. Dr K. J. Thrower on "Prosthetics" (lecture course).

Advance information

Teach-in for glass users. Rockware have announced a programme of residential technical glass courses to provide service managers in the food, drink and pharmaceutical industries with a comprehensive course on the nature, manufacture and usage of glass packaging. Registration fee is £10.

Courses will take place April 5-7, 24-26, September 18-20 and November 18-20. Places may be reserved through Derek Brown, marketing services manager, Rock Glass Ltd, Rockware Avenue, Green Middlesex.

Information!

Where are the main overseas Pharmaceutical organisations located?

You will find the answer in

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The newsweekly for pharmacy

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A Benn Group Journal



Mrs Kathleen O'Sullivan has been co-opted to the Council of the Pharmaceutical Society of Ireland (see p 440)

What Johnson Wax have been up to for the past two years.

Two years ago, we had a brainwave: a unisex anti-perspirant deodorant. Not just a family deodorant, but a deodorant specially made for young people, male and female.

We developed an advanced formulation.

We gave it a unique perfume. One that would be acceptable to both sexes.

We designed a distinctive (to say the least) new pack.

We called the product US.

Because it was so different, we decided to test-market it first. We chose the London and Southern TV areas.

After just 12 months, US became No.3 brand in the aerosol anti-perspirant market.

Then we had another idea.

A herbal bath additive. Also unisex. Also called US.

Again, we tested it before rushing into the market.

82% of everyone we asked said it was as good as, or better than their normal brand.

Which brings us to today.

After two years, US is going national.

We've made two commercials, one for each product.

The campaign, which runs from April through to September, is costing us £320,000.

A lot of people are going to see those commercials.

Be prepared. Order US either direct from Johnson Wax, or through your wholesaler.

For every twelve cases you buy, we'll throw in three. Free.

Thank you.



B. H. Smith resigns Guild presidency

B. H. Smith has resigned from the position of president of the Guild of Hospital Pharmacists. The Guild Council dissociated itself from views expressed by Mr Smith at the British hospital pharmacists' conference in Dunblane recently and appointed Mr T. D. Clarke president in his place.

Mr Smith had said at the conference that he envisaged the hospital pharmacist becoming more powerful in the land.

Following re-organisation of the hospital pharmaceutical society the Guild would become more important since it would be the only body representing the opinions of hospital and general practitioners.

He thought the Pharmaceutical Society's hospital practice subcommittee would become unnecessary. In 1974 the appointment of area health officers and pharmacists responsible for both hospital and general practice pharmacy would create even greater opportunities for the hospital man.

The Council was meeting in London on March 25 and 26. Council members also considered the lack of progress in implementing the Noel Hall report in Wales and Northern Ireland. Council decided to write again to the Welsh Hospital Board urging the appointment of a regional pharmacist and to the Northern Ireland Hospital Authority to ask for a meeting in which representations could be made about the policy to be adopted there.

The salaries secretary reported that the latest salary claim could be discussed at a meeting of the Pharmaceutical Whitley Council on April 19.

The panel which is to decide the grading of chief pharmacists in teaching hospitals has met twice.

Proposals had now been made at the Whitley Council for Staff Commissions for England, Scotland and Wales and these had been circulated to staff organisations. Mr G. H. Weston Robinson intended to state the case for the present grade of senior pharmacist to be one of the specified grades.

The general secretary reported that the Guild had commented to the Monopolies Commission on the proposed

mergers involving Glaxo Laboratories Ltd and either Boots Ltd or Beecham Group Ltd. A further request for examples of items which had been unobtainable or difficult to obtain after previous mergers would now be replied to.

Council considered a report of the working party set up to consider the position of the Guild following the enactment of the Industrial Relations Act. Informal discussions had taken place with various unions and the Pharmaceutical Society. A statement of the position is to be made at the General Meeting and a special meeting will be held later this year to discuss the future of the Guild.

Infusion fluids inquiry opens

The inquiry into the use of contaminated infusion fluids at Devonport Hospital will not be concerned with civil liability or moral blame.

Mr C. M. Clothier, QC, who is leading the inquiry, said on Monday at the first meeting that the purpose was to ascertain the circumstances which led to the use of the contaminated solution. It was most unlikely that any proceedings would be held in private.

It was arranged that the next meetings should take place at Church House, London SW1 from April 4-7 commencing at 10.30am and thereafter as notified.

Counsel requested to represent Evans Medical Ltd, Vestric Ltd and Mr Brian Devonport, pharmacist in charge of manufacture of 5 per cent dextrose at the Speke factory.

Activity in chemical industry

Output of pharmaceutical chemicals and preparations, fertilisers and photographic chemicals continued to increase



Dr L. B. Hunt, Wellcome Foundation's marketing manager for medical biologicals, and product manager Brian Hinners are pictured looking at a Certificate of Educational Commendation awarded to the Foundation by the British Life Assurance Trust for a film, "Progress in Prevention", which describes the use of cells of human origin in the manufacture of vaccines and, in particular, discusses the production of Almevax, Wellcome's rubella vaccine

rapidly in the third quarter of 1971, according to the latest figures published by the Department of Trade and Industry.

Compared with the third quarter of 1970, pharmaceuticals were up by 9.4 per cent. Toilet preparations, however, showed little change and against the second quarter of 1971 were down by 6 per cent.

For the chemical industry as a whole output was slightly lower than in the second quarter but was 2.7 per cent ahead of 1970 for the comparable nine-months period.

Pharmacists' Union registers

The Salaried Pharmacists' Union was officially transferred to the permanent Register of Trade Unions under the Industrial Relations Act on March 24.

Medicine cabinet plan rejected

Kilmarnock's housing committee last week rejected a Scottish Development Department recommendation that local authorities should build into every new house a lockable medicine cabinet, reports *The Scotsman*.

The committee agreed that it was the duty of parents to ensure that medicines were out of the reach of children. The burgh architect, Mr James Rowledge said it was difficult enough meeting the costs of houses without such an extra cost.

Tights: 'As good as support hose'

"Technically nonsense"—that is the reply of Mr Oliver Kingdon, managing director of Elbeo Ltd, to the suggestion by Mr Michael Alison, Under Secretary of State at the Department of Health, that support tights are incapable of doing a medically correct job (*C&D* March 18, p 374).

Mr Kingdon says the Secretary of State's information is five years out of date, because the problem of "slipping down" has been solved by the use of special knitting techniques and elastomeric yarn.

"Today we would guarantee that our tights work at least as well and probably, in fact, a little better than any equivalently priced support hose on the market. Whereas a support stocking only protects the wearer from ankle to approximately six inches above the knee, a support tight also aids the transmission of fluid in the upper thigh area which is vulnerable to the conditions which demand the wearing of support hosiery."

Mr Kingdon adds: "We realised early on that we were breeding a generation of women who in their grown up lives had never considered any other garment but tights. I am convinced that were support tights such as our own not commercially available, such women might, at peril to their health, abandon support hose altogether."

Firearms case: pharmacist to be struck off

A notebook found at the home of a pharmacist who admitted sending arms to friends in Ulster contained plans for fighting the "Orange pogrom" and assassinating Ulster leaders.

But they were "a glamorisation of small germs of reality", the Pharmaceutical Society's Statutory Committee was told on Tuesday.

The Committee ordered that the name of the pharmacist, James Patrick McFadden, who has a pharmacy in Hammersmith Grove, Hammersmith, London, be struck off the Register.

Mr McFadden, Paddenwick Road, Hammersmith, appeared before the Committee, having served a two-year sentence of imprisonment for five firearm offences. He had been convicted at the Old Bailey in March 1971, of conspiracy to procure the supply of firearms and ammunition, conspiracy to supply firearms and ammunition to himself, and being in unlawful possession of firearms, ammunition, and a prohibited weapon.

Mr McFadden told the Committee that he had supplied "a few arms" to four friends in Ulster, after the troubles started there in August, 1968. The cache of arms found by the police in the flat above his shop in the summer of 1970 were destined for shipment to Greece, not Belfast, he said.

He was storing them for a friend who had helped him obtain "the few weapons" he sent to Ulster. He understood that this friend was waiting for the arrival of a ship and he continually asked him to remove them.

Mr McFadden who came to Great Britain in 1952 after having a shop in the Shankhill district of Belfast, said that the notebook contained ideas for a book he wanted to write—it was fiction mixed with fact. The background was fact, and it was all written six months before his arrest.

Mr McFadden's counsel, Mr Piers Herbert, said that it was his contention that the notebook contained a fictional account, a glamorisation of small germs of reality.

Mr Herbert submitted a letter from nine doctors saying that over the years he had built up a reputation second to none as a chemist.

International conference on training?

Support for an international conference on post-graduate education for the retail pharmacist came from Mr J. C. Bloomfield, a member of Council of the Pharmaceutical Society at the Western Pharmacists Association annual dinner in London on March 23.

He said that the dental profession had organised such an event with the aid of the World Health Organisation and hoped that pharmacists would too.

Referring to the introduction of "NP" labelling, Mr Bloomfield said that it was being introduced with the idea of improving the safety of medicines for the community.

It was also learnt at the dinner that steps were being taken to examine possible links between the International Pharmaceutical Federation and the equivalent student body, the International Pharmaceutical Students' Federation.

The cost of VAT

Customs and Excise will need about 6,000 extra staff to administer value added tax, said Mr Terence Higgins, Minister of State, Treasury, during last week's Commons debate on the Budget.

"The precise number is still difficult to give because we do not know until registration takes place exactly how many taxpayers there will be," he added.

Introducing VATman

"Meet VATman" is the title of a 32-page, illustrated booklet prepared by the Distributive Industry Training Board which will be sent, free, to all DITB levy payers, following publication on April 14.

Principal character in the booklet—VATman—is a trader



Cow & Gate Baby Foods, the newly restructured company made up of the two Unigate baby foods brands—Cow & Gate Trufood—held their first annual combined sales conference week at the Excelsior Hotel, London Airport. Pictured above, left to right: Sir James Barker, chairman of Unigate, Mr Philip Turnbull, chairman, Unigate Foods, and Mr C. Daniell, marketing director, Unigate foods

fully-equipped to meet the introduction of VAT in April 1973. He will have studied the regulations, revised accounting systems and trained his staff so that his business can face the change without disruption or loss or profit.

The booklet has been designed not only to explain what VAT is, but also to advise on training for VAT in retailing and wholesaling business. Accounting methods, the problems of goods on which purchase tax has been paid, and the records Customs and Excise will require are among subjects covered.

Drug, toiletry sales compared

Sales of medicines and toiletries in the United States during 1970 totalled £2,909m out of which pharmacies accounted for just over 40 per cent. Four years earlier their market share was 42.90 per cent. Sales by supermarkets also fell from 27.90 to 26.94 per cent and department stores from 8.20 to 7.47 per cent.

The gain was made by the discount stores—from 13 to 16.21 per cent.

These figures were given by Mr H. J. Welzel, manager, advanced management system of National Cash Register Co, Dayton, Ohio at a seminar in London recently.

Mr R. G. Towsey, manager, MMM department of NCR in the UK, said that in the same four-year period in Britain household spending had gone up by an average 28 per cent.

That spent on medicinal and toiletries went up by 35 per cent.

A "breakdown" of the 35 per cent increase in medicines and toiletry sales gave multi-pharmacies as having a 33 per cent gain while independent only had 16 per cent. Department stores apparently show the biggest increase of over 50 per cent.

Cephalosporin C patent extended

Marketing cephalosporin—"the most significant antibiotic introduced since penicillin"—has already brought the National Research Development Council a profit of nearly £500,000. In Britain, a High Court judge said last week.

But today that could not be said to be an adequate remuneration for an invention of such great importance to medicine. "Commercial firms who take out patents for medicines are sometimes criticised for receiving through patent sums of money which seem very large," said Mr Justice Whitford. "But such criticism not infrequently comes from people who have very little idea of the amount of money which has to be spent on unsuccessful research before a life-saving drug is produced."

The judge granted the Council a six-year extension of its patent on cephalosporin C, which is due to expire shortly. Normally patents are granted for a seven-year period initially, and lapse unless any extension of time is sought.

COMPANY NEWS

Fisons' growing profits from pharmaceuticals

The growing turnover of and profits from the pharmaceutical division of Fisons Ltd are clearly shown by the accounts for 1971 published this week. Turnover of the division, which includes scientific apparatus, was £18,204,000 (against £18,993,000 in 1970) and profit £3,297,000 (£2,430,000). The group's turnover was £90.09m (£87.69m) from which the dividend profit made was £7.70m (£7.30m). Group profit, after tax, was £7.48m (£5.28m). A final dividend of 6½ per cent is recommended which will lift the total distribution to 11½ per cent from 10½ per cent for 1970.

Two associate directors, Dr S. G. Cox and Mr J. S. Erridge have been appointed to the board. Dr Cox, 40, is research and development director of the pharmaceutical division.

New terms anger dealers

Johnson's HPL, now a subsidiary of Hestair Ltd, have taken a lease on property at Adlett, Herts and expect to begin moving their plant and offices from Hendon Way in August and have the transfer completed by December.

This was announced to a meeting of photographic retailers in London on March 27. Mr Stuart Slattery, newly appointed managing director, also outlined future trading plans.

The company intended to bring in a new discount structure which would give larger discounts for volume purchases. This, said Mr Slattery, would help their customers to meet price competition.

When questions were called for, many retailers expressed strong disapproval of the change which, they said, could lead to unnecessary price cutting.

The dealers were also angered by the company's announced change in settlement terms—2½ per cent in

seven days against the previous one month.

On the day following the meeting the company issued a statement which said that the settlement period discount would revert to one month. A pledge also was given that they would not offer greater quantity discounts on any of their goods than currently offered in a schedule dated January.

'Plusses and minuses' of S&N

The 1971 results of Smith & Nephew Associated Companies Ltd show "a good spread of plusses but rather more minuses than previously", says the chairman, Mr S. N. Steen.

An analysis of sales and pre-tax profit show that medicines contributed £24.09m and £2.67m respectively (£22.82m and £2.44m in 1970); hygiene, baby and paper products £13.48m and £2.08m (£12.95m and £1.7m) cosmetics and toiletries £11.85m and £1.01m (£11.09m and £849,000).

Improvement by J & E Sturge

Turnover of John & E. Sturge Ltd rose from £4.56m in 1970 to £5.31m in 1971 and profit from £278,473 to £642,343, subject to tax of £250,782 (£103,117).

Mr Arthur Foxall will retire from the chairmanship on April 15, and will be succeeded by Dr E. R. S. Winter.

In brief

Photo-Scan Ltd has been formed by the merger of the two anti-pilferage equipment franchise holders in the UK, Photo-Scan (London) Ltd and Photo-Scan (Central) Ltd. The headquarters are at Upper Halliford Road, Shepperton, Middlesex.

Inveresk Paper Ltd made a loss of £848,000 in 1971, against a profit of £103,000 in 1970. Included is a loss of £285,000—the company's share of the loss sustained by British Tissues Ltd.

Wilkinson Sword Ltd had group profits of £2,081,614 in 1971 against £1,798,213, before tax. An unchanged final dividend of 10 per cent makes 15 per cent for the year (same).

Lofthouse Chemical Products Ltd are moving on April 17 to Copse Road Industrial Estate, Copse Road, Fleetwood, Lancs FY7 7LP (telephone: Fleetwood 2435).



The board of Unichem last week gave a luncheon in honour of Mr J. Howard Evans who retired in January after serving six years as chairman of the group. During the luncheon, Mr Evans (left) was presented with a gold watch, on behalf of Unichem, by the current chairman, Mr Tom Reid

Mr John G. Sutherland, MPS, has acquired the pharmacy at 172 Upper Elmers End Road, Beckenham, Kent, previously owned by Mr S. Hamer, MPS. **Edward Gurr Ltd** have moved to Michrome Laboratories, Coronation Road, Cressex Industrial Estate, High Wycombe, Bucks (telephone High Wycombe (0494) 32761).

Inner London Executive Council has moved to Addison House, 32 Chart Street, London N1 6EF.

Appointments

Nu-Syte Laboratories Ltd have appointed Mr J. V. Fox, MPS their field sales manager. **Unichem Ltd:** Mr C. Victor Hammond, MPS, ARIC, has been elected to the board.

Mr Hammond (54) is chairman and managing director of a firm of retail pharmacists in

Hertfordshire and Essex. He is chairman of the Hertford Branch of the Pharmaceutical Society.

Eli Lilly & Co, Indianapolis, have appointed Dr Frederic R. Lloyd a vice-president of Elizabeth Arden Inc in addition to his present position as a vice-president of Eli Lilly International Corporation. Dr Lloyd, a former managing director of Dista Products, Liverpool, will move from the London office of Lilly International to the company's corporate headquarters in Indianapolis.

Burroughs Wellcome & Co have appointed three new area managers for the medical sales division. They are: Mr Stewart Stanley (central southern England); Mr Ray Crabtree (eastern England from The Wash to Sunderland, and also Westmorland); and Mr Mervyn Winston (counties due north of London from the Thames to Peterborough).

Bellair Cosmetics Ltd: Following the acquisition of the company by Barclay Securities Ltd, Mr Peter Haddon has been appointed managing director for Bellair.

Garsalle Ltd have appointed Nicholas Hall their marketing manager. Garsalle are a division of Richardson-Merrell.

Jeyes UK Ltd, have appointed Mr William C. Harding their sales director.

Rockware Group Ltd: Mr R. E. Lynam has been appointed managing director of the group's subsidiary, Blewis and Shaw (Plastics) Ltd.



PEOPLE

Mrs Kathleen O'Sullivan, Kilbrogan Hill, Bandon, co Cork, has been co-opted to the Council of the Pharmaceutical Society of Ireland to fill the vacancy created by the resignation of Mr J. B. Murphy. Mrs O'Sullivan qualified in 1946 after an apprenticeship at MacSweeney's pharmacy, Patrick Street, Cork. Shortly after qualifying, she opened her own pharmacy in Main Street, Bandon. A cousin of Mrs O'Sullivan, Kitty O'Mahony, is a pharmacist in the Rotunda hospital, Dublin. Mrs O'Sullivan's co-option means that there are now two ladies on the Council, the other being Miss Teresa Landers of Galway.

Mr F. Holden, MPS, managing director, Rodmill Ltd, Liverpool, is retiring this month after 50 years of active business life. Mr Holden qualified in 1937 and practised in retail pharmacy in Liverpool. He then gradually developed the manufacturing company of Rodmill Ltd. His original activities were directed towards insecticides and rodenticides. He had published a paper in *Chemist and Druggist* in 1945 on the "Action and Uses of DDT". Later he was responsible for introducing the rodenticide, alpha-naphthyl-thiourea (ANTU) into Britain which was eventually registered as an approved product by the Ministry of Agriculture and Fisheries.

He further developed Gee's linctus pastilles, and was successful in having them listed as an official preparation in the British Pharmaceutical Codex.

Councillor Alexander T. Brodie, MPS, in business in St Mary's Street, Stamford, Lincs, has accepted the invitation of Stamford borough council to take office as mayor for the coming year.

Mr E. B. Robinson, chairman of Robinson & Sons Ltd, Wheatbridge Mills, Chesterfield, is to be High Sheriff of Derbyshire for the coming year.

Mr Peter Fulham, a former member of the Council of the Pharmaceutical Society of Ireland, has disposed of his pharmacy in Naas, having retired from practice.

Mr V. H. Freemantle, MPS, The Manor Pharmacy, Horam, Sussex, will have been fifty years in pharmacy on April 30.

Mr T. W. Bell, MPS, Market Street, Kirkby Stephen, has been elected unopposed to Westmorland County Council.

Deaths

Barclay: On March 13 Mr George Barclay, MPS, the Mount Hotel, Clarendon Road, Leeds 2. Mr Barclay qualified in 1921 and was for many years with Allen & Hanburys.

Fogarty: On March 7, Mr Jerome A. Fogarty, MPSI, proprietor of the Rexall Pharmacy, Sarsfield Street, Kilmallock. Mr Fogarty, who qualified in 1941, was formerly of Ballyhobin, Caherline.

Murray: On March 5 Mrs Rose Anne Murray, MPSI, Farrell Street, Kells, co Meath. Mrs Murray, who qualified in 1933, conducted her own pharmacy in Kells for many years.

Rush: Recently, Mr William Charles Rush, MPSI, Barrack Street, Kilkenny. Mr Rush qualified in 1933 and conducted his own pharmacy in Kilkenny up to the time of his death.

NEWS IN BRIEF

□ The official index figure which measures changes in the average level of retail prices was 159.8 on February 22, 1972. This compares with 150.0 on January 18.

□ During the months of January and February 31 additions and 67 deletions were made to the Pharmaceutical Society's register of premises.

□ The Portsmouth symposium on the "Commercial utilisation of seaweeds" which was to have been held on April 11-12 has been cancelled due to lack of support.

□ The Secretary of State for Wales has now published the Draft Order under the New Towns Act designating a proposed New Town at Llantrisant, in Glamorgan. Plans, covering 10,800 acres, will give a population of 75,000 by 1991.

□ The London Borough of Hammersmith has published a 100-page guide to its health and social services. Chemists are listed with their telephone numbers plus a symbol to denote oxygen equipment stocked and "urgent" prescriptions dispensed.

Topical reflections by Xrayser

Price instability

I have remarked on previous occasions that a similar announcement in the House of Commons on Budget Day has effects of a much more comprehensive nature than might generally be imagined. Our concern is naturally with ourselves, and the retail pharmacist is again a ship without rudder or compass, reaching the haven of the correct price for the most part, by dead reckoning.

Once more it is brought home to us that the beacon provided by the Quarterly Price List has momentarily been extinguished, and that the crew has no alternative but to resume what is fast becoming a permanent condition of make-do and mend. The golf-course will see them not, the gardens will become overgrown with weeds, and wives and families will count themselves fortunate if they are granted a brief glimpse of a loved one staggering home under a load of documents—but he is merely in process of changing one treadmill for another.

I hope that all who rely on the price-list have ever been glimmering of all that is involved in the gigantic task. It is my earnest hope that Bouverie House will eventually have breathing space before VAT bursts upon us.

But, as in previous years, the public is likely to find its hopes less than fulfilled by the promised fall in purchase tax. Already the familiar letters are beginning to arrive pointing out that costs of labour, services, raw materials and sundry other factors necessitate price increases. Our firm, with the greatest consideration, states that it has time for its price increases to tie up with the Budget and thus save us time in that only one repricing need be done instead of two. Such increases, at a time like this, are as predictable as the incarceration of the staff at Bouverie House. Three such letters arrived by one mail, but it is unlikely that the public will ever learn the extent of its windfall, for changes of alterations in price and decimal coinage have conspired to confuse the issue for all time.

Co-operation

The plea by Mr J. P. Kerr (vice-president, Pharmaceutical Society), for more co-operation between pharmacists working in hospital and those serving the public need outside is timely. It has seemed to me, over the years, that the one thing they had in common was a certificate of registration, and indeed the fact has to be faced that the daily round of each is dissimilar that it is not a simple matter to find common ground.

There are certain basic duties common to both, but the environment is so different and the conditions of employment so contrasted that it is quite understandable if, at pharmaceutical gatherings, the herd instinct supervenes and the two elements seem to be immiscible. Yet both started out on the same path, both are an important cog in the Health Service, and both have the same aim to provide a first-class pharmaceutical service.

Concerted action

Having said that, one must remember that conditions of service and terms of service bear little relation to each other and that the wholly "professional" hospital pharmacist has not had his due reward. But, despite the differences, Mr Kerr is correct that on every appropriate occasion a concerted view must be put forward representing pharmacy as a whole.

NEW PRODUCTS NO PACKS

metics and toiletries

Cool Foot from Beecham

Beecham Products have launched a complementary line to their Cool underarm deodorant, Cool Foot (£0.39), which is designed to refresh hot tired feet and to soothe and prevent the further development of the skin bacteria responsible for foot odour. The product, presented in 130g aerosol cans, can be sprayed through socks and slippers. To back the launch, an advertising and promotional campaign will take place through television, women's magazines and the national Press and the distribution of display material, including point-of-sale bins, shelf liners and price cards. Beecham Products (UK), Beecham House, 100 West Road, Brentford, Middlesex).

Creme rinse with protein

Cardinelli have introduced a creme rinse with protein (£0.19) available with two different extracts, herbal being recommended for dry or normal hair and lemon for greasy.

This preparation, packed in a 110cc bottle, should be applied after the hair is washed dry, and worked evenly through. The amount advised. After application, the hair should be well dried before setting (Fassett & Johnson, 19 Radford Crescent, Billericay, Essex).

Cardinelli Hoodwinks

Cardinelli have introduced to the Hoodwink range of false eyelashes three new styles (£0.55) all available in black or brown. Double Cross, a natural looking hair top lash is said to be knotted in the most revolutionary way, while the other lash selection is increased by the inclusion of Extra Long Understatement, which is in human hair.

In addition, there are six Wash and Wear lashes, made from Kanekalon fibre, claimed to be ideal for wearing on the beach and swimming because of the waterproof adhesive. The names of the lashes are Fables, Flappers, Sloopies, Toppers, Blinks, and Blinkers (Cardinelli Beauty Products Ltd, 339 Green Lanes, Haringey, London N4 1EA).



Air Spun range extended

Coty have launched their Air Spun Eye range and Air Spun Avocado Skin Care Collection.

The eye make-up includes powder shadow (£0.45), which comes in a small glass bottle and is lightly frosted in a choice of six shades, Teal Green, Teal Blue, Snow Violet, Pink Mauve, Silver Green, Silver Taupe. The Fluid Eye liner (£0.50) in a small square bottle is said to be a new formula that will not thicken or separate and gives a smooth non-smearing line. This is available in Black, Brown, Blue and Green as is the Automatic Mascara (£0.50).

The brow creme styler (£0.65) is designed to give the hair and skin a soft sheen and comes in Blonde, Soft Brown, Auburn and Charcoal Black, while the eye accent (£0.55) in Peach Lustre, Rose Lustre and Amber Lustre is a creamy blusher for cheeks and temples.

The Avocado skin care collection, is formulated with the three major skin types in mind from natural organically derived ingredients, including the oil of the Avocado fruit. The collection comprises cleansing creme in 2oz (£0.50) and 4oz (£0.80) packs for dry and normal skins; milk cleanser in 4oz pack (£0.55) for normal and oily skins, freshener (£0.60) in 4oz containers for dry and normal skins; lotion toner (£0.60) in 4oz pack for oily skin; creme moisturiser (£0.70) in 2oz for dry skin; conditioning moisturiser (£0.80) in 2oz for normal and oily skins, recommended especially as a night treatment for



the latter; night creme in 2oz (£0.90) and 4oz (£1.35) containers and hand and nail care creme in 3oz size (£0.65). All these are to be on sale from May 1 (Coty Ltd, Great West Road, Brentford, Middlesex).

Glossies and Fruti-Face

Dorothy Gray have launched a range of three fruit-fragranced creamy facial cleansers, called Fruti-Face (£0.49), and packed in containers similar in appearance to yoghurt pots. The "flavours" are lemon, lime and strawberry.

In addition, Glossies (£0.45) have been announced. These are a range of different shades of gel, presented in pots. The preparation for cheeks comes in Glossi Gleamy (no-colour), Glossi Peachy, Glossi Rosy and Glossi Sunny (fake tan), while for lips there are Glossi Brown, Glossi Pink, Glossi Plum and Glossi Red and for eyes Glossi Copper, Glossi Greeny-Grey, Glossi Olive and Glossi Silver-Blue (Gray Products Ltd, 2 Marshall Road, Hampden Park, Eastbourne, Sussex).

Aronde protein shampoo

Aronde Laboratories have introduced a protein shampoo (£0.22) in a 375cc bottle. This is the twelfth in their range of shampoos and is expected to be "one of their most popular as it contains the valuable and health-giving proteins that are currently so fashionable" (Aronde Laboratories Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight).

Innox's new spray

The Innox newcomer is Free and Easy dry spray anti-perspirant and deodorant (£0.62) (Innox (England) Ltd, 436 Essex Road, London N1).

Sundries

Trimma support tights

Scholl have announced Trimma support tights, (£2.95), described in their advertising as "The Support Hose that outdates support hose", because they say they have developed a unique knitting process enabling production of tights with compression graduated correctly according to the varying shape of ankle, calf and thigh. The panty section of the sheer lycra run resistant micromesh is gusseted, and the

Continued on p 444

Continued from p 443

product is available in two shades, Glow and Ash, and in four sizes.

Scholl have also introduced a deodoriser for shoes (£0.39), designed to kill the odour-producing bacteria and decrease destructive fungi present in leather linings.

The product, presented in an aerosol containing 140g, is said to last for at least four weeks for two three-second bursts every day. East pack of six cans comes in a display outer with the banner "Keeps shoes fresh" (Scholl (UK) Ltd, 182 St John Street, London SC1P 1DH).

Passport sunglasses

A range of sunglasses, combining fashionable frames with ophthalmically correct lenses, is now being distributed to chemists by M. Bender (Northern) Ltd, Newcastle-upon-Tyne.

The range, to be called Passport by Martinelli, consists of 19 designs which retail from £4.75-£6.25, and are manufactured in Sydney, Australia by Martin Wells Pty Ltd.

Each style is available in a choice of two fashion colours and lenses blend with the colours of the frames, 14 being plastic and five metal.

Lenses are manufactured from CR 39 resin which gives approximately 70 per cent absorption, is half the weight of glass and four times as strong (M. Bender (Northern) Ltd, Byker Village, Welbeck Road, Newcastle-upon-Tyne NE6 2DY).

PRESCRIPTION SPECIALITIES

BROCADOPA Temtabs

Manufacturer Brocades (Great Britain) Ltd, Trend House, Pyrford Road, West Byfleet, Surrey

Description White double-scored sustained release tablets each containing 500mg levodopa

Indications, etc As for Brocadopa capsules
Notes The product is said to have a release pattern over three hours and to give a substantial reduction in the incidence and severity of side effects

Pack Securitainers of 100 Temtabs (£4.46 trade)

Supply restrictions PI, S4B

Issued Hospitals: March. General practice: during April 1972

ONDONID tablets

Manufacturer Roussel Laboratories Ltd, Roussel House, Wembley Park, Middlesex HA9 0NF

Description Tablets each containing cyclofenil 100mg and marked with the letter "O" on one side and "RL" on the reverse

Indications Anovulatory infertility, subfertility due to oligo-ovulation, amenorrhoea and oligomenorrhoea

Contraindications Liver disease or a history of liver dysfunction

Dosage Beginning three days after the onset of natural or progesterone induced bleeding, two tablets twice a day for 10 days followed by 20 days without treatment. If menstruation should occur during this interval treatment should recommence on day 3 of the new cycle. Treatment should be continued for a

minimum of three months unless pregnancy is achieved

Side effects Said to be insignificant. Mild intestinal disturbances and general malaise.

Rarely cholestatic jaundice

Pack 60 tablets (£4.95 trade)

Supply restrictions TSA. Use is restricted to hospitals and clinics studying and treating infertility and menstrual dysfunction; to prescriptions originating from those sources and from consultant practices with access to laboratory facilities

Issued March 1972

TANDERIL eye ointment

Manufacturer Geigy Pharmaceuticals, Hurdfield Industrial Estate, Macclesfield, Cheshire SK10 2LY

Description Eye ointment containing oxyphenbutazone 10 per cent in a fatty base, with phenyl ethyl alcohol 0.5 per cent

Indications Conjunctivitis, blepharitis, keratoconjunctivitis, episcleritis, keratitis and disease of the anterior uveal tract. Also following surgical procedures and for inflammation following trauma

Method of use Should be applied to the affected eye two to five times a day

Precautions Should be used with caution in cases of glaucoma secondary to injury or infection. In purulent inflammatory conditions anti-infective therapy should be given concurrently

Side effects Intolerance may develop after continued use exhibited as oedema of the eyelid, epiphora (minimal), redness of the palpebral and bulbar conjunctiva

Pack Tubes of 5g (£0.48, trade)

Supply restrictions PI, S4B

Issued April 1972

STOMAHESIVE

Manufacturer E. R. Squibb & Sons Ltd, Moreton, Wirral, Cheshire

Description A protective plaster, made from gelatin, pectin, carboxymethyl-cellulose and polyisobutylene. It is coated one side with an impermeable polythene film and on the adhesive side with a parchment release paper

Indications Peristomal skin-care in ileostomy, colostomy, ileal conduits and fistulae of the upper gastro-intestinal tract

Method of use A cutting guide is provided to facilitate the fashioning of a centre hole which will fit closely to the stoma—complete instructions are included in the pack

Storage Store in a cool place

Pack Box of five 4in x 4in squares (£2.75 trade)

Issued April 7, 1972

TANDERIL ALKA tablets

Manufacturer Geigy Pharmaceuticals, Macclesfield, Cheshire, SK10 2LY

Description Light beige compression coated tablets each containing oxyphenbutazone 100mg, dried aluminium hydroxide gel 10 and magnesium trisilicate 150mg

Indications Rheumatic and allied conditions including rheumatoid arthritis, osteoarthritis and ankylosing spondylitis

Contraindications Oedema or hypertension where there is a danger of cardiac decompensation, also in renal and hepatic disease, history of dyspepsia, peptic ulceration, blood dyscrasia

Dosage Initially 2 tablets two or three times daily, with meals, for two to three days then 1 tablet three or four times daily as required for maintenance therapy

Notes The coated tablets consist of a core of the two antacids surrounding a core of oxyphenbutazone. Incidence of gastric upset may be significantly reduced

Tanderil Alka
Precautions May potentiate coumarin anticoagulants indicating prothrombin estimation during concurrent therapy. Potentiates certain oral hypoglycaemic agents, sulphonamides

Side effects Gastric irritation and oedema due to sodium retention

Pack Of 100 (£1.69 trade)

Supply restrictions PI, S4B

Issued April 1972

SUSPAL injection

Manufacturer Omega Laboratories, Montreal, Canada

Distributor L.R.B. Pearce Ltd, 125 Finsbury, London WC1V 6QJ

Description Rubber stoppered vials containing pyridine-extracted, aluminium-adsorbed, antigenic extract

Indications Treatment of allergy disorders eg hay fever, asthma, rhinitis, etc

Dosage Usually 10-14 injections followed by a maintenance dose every 4-8 weeks

Precautions The usual precautions in administration of allergenic extracts should be observed

Side effects Severe local or systemic reactions are rare

Storage Below 4°C

Diluent A special buffered saline diluent available

Packs Sets of 3 x 5ml vials 100, 1,000 and 10,000 PNU (£4.50 trade), also bulk concentrates available

Issued February 1972



ON THE
MOVE
AGAIN

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TRADE NEWS

design for Houbigant

design for the packaging of the Houbigant range has been put out for Houbigant Ltd, 76 City Road, London EC1. The outers now incorporate a black and brown design with names blocked in gold or silver on a black background panel. In addition to the new packs, there are two new round aerosol can labels for the talc and spray deodorants.

son alterations

Johnson Sword Ltd, Sword Works, 100 High Street, London W4, have announced that their aerosol shaving soap will be launched in an 8oz can, with a cap including two razor blades. In addition, their razor carton has been redesigned, incorporating the traditional red and gold colours with transparent panels to show the razor.

To support these moves, there are two display units—one holding six cans of soap and six razors, backed by a showcard, and the other is tiered and designed to contain six soap aerosols, with a slot-in card drawing attention to the new size. The bonded shaving system, which has won a Council of Industrial Design award, is also being supported with new point-of-sale material.

Zac not reformulated

Johnson, Hoseason & Co Ltd, Levenshulme, Manchester M19 3PT, ask us to point out

that their Ster-Zac bath concentrate is not to be reformulated (as was incorrectly stated in last week's Babycare supplement, p 5). It is, they point out, a prescription only product. It is not widely used for the bathing of babies but is mostly used in hospitals and against prescriptions for the treatment of chronic and recurrent furunculosis.



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Nor is it their intention to reformulate Ster-Zac, DC, which is primarily a surgical scrub and is not advertised to the public. Its use by the public is predominantly under medical advice.

Ster-Zac powder is a prescription-only product and will not be reformulated.

Retail pharmacists throughout the country will be receiving instructions in relation to exchange of stocks of Zac baby cream and Zac baby powder during the next few days. These two products, which are chemist only lines, have been reformulated and stocks are available from chemists wholesalers.

Metanium new size

Bengué & Co Ltd, Mount Pleasant, Alperston, Middlesex HA0 1TX announce the introduction of a 35g jar presentation of Metanium ointment (£0.32). Available this month.

Beecham use Confravision

To introduce All Fresh clean up squares to sales managers, Beecham Products used the Post Office's inter-city television link, Confravision.

This enabled a panel of sales and marketing executives at the Euston Tower studio in London to make an hour long call to the audience in Bristol, thus saving transportation costs and valuable executive time. This medium provides the oppor-

tunity for a two-way discussion to take place between any of five cities—so far, London, Glasgow, Birmingham, Manchester and Bristol.

Commenting on the success of the presentation, a Beecham spokesman said: "We were highly delighted with the whole operation. We were able to deliver a detailed briefing to people who would not normally be able to participate due to office commitments.

"We found that rather than diminishing the effect of a marketing presentation, the medium provided ideal conditions for a far greater degree of concentration by both sides."

Distribution change

The Kaylene Division of Dearborn Chemicals Limited have announced that from May 1, 1972 their agency arrangement with Vestric Ltd will be concluded and all orders for their products should be sent to Dearborn Chemicals Ltd, Widnes Lancashire.

It is proposed to operate a 15 per cent wholesalers discount from chemists' prices and a minimum order value of £10 at ex-works prices with carriage charged extra will be operative, or alternatively a minimum order value of £15 carriage paid, will apply.

Deb alteration

Deb Chemical Proprietaries Ltd, Forfar Works, Belper, Derbyshire are again assuming responsibility for sales of their Swarfega hand cleanser to retail outlets from April 1, when the three year arrangement with the agency, Cooper, McDougall & Robertson Ltd ends. Therefore, Deb ask that all orders should be sent direct to Belper.

Bonus offers

Vacco Ltd, Grosvenor Gardens, London SW1. Vacco models VMS, VMSQ, VBB and VBBQ 50 per cent discount on cost (extended to April 30).

Winthrop Laboratories, Winthrop House, Surbiton-upon-Thames, Surrey. Hayphryn. 24 invoiced as 20 (through wholesalers during April).

Antibiotics & Vitamins Ltd, 43 Worship Street, London EC2. Oracer. 2 tubes of 25 pellets on a 2 dozen display outer. Offer to continue until May 1.

Menley & James Laboratories, division of Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts. Trisonovin 13 invoiced as 12. 54 invoiced as 48. [Corrected note.]

Cuxson, Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs. Zinc starch and talc dusting powder BPC. Fourteen invoiced as 12 (for three months from April 1 obtained direct and for April only through wholesalers).

Parke, Davis & Co, Usk Road, Pontypool, Mon NP4 8YH. Caladryl. Offers for cream, lotion and aerosol ranging from 26 invoiced as 24 for cream and lotion to 120 invoiced as 96 for cream and lotion. Soladryl. 14 invoiced as 12 in display outer and packed in new plastic tubes.

PROMOTIONS

Signal 2 number two

The latest AGB analysis shows that Signal 2 toothpaste has been the second fastest selling brand for the past three months, with a volume share of 15 per cent of the market, according to Gibbs.

This they attribute to having begun building last year the brand image of being suitable for the entire family and caring for children's teeth, backed by national television advertising. Signal 2, they add, is the only really success story for a fluoride toothpaste in the UK, and big expenditure both above and below the line is planned for this year also (Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1).

Lempak change tactics

The advertising campaign for Christy's Lempak range of skin care products is to be directed through mass circulation magazines, instead of television and national newspapers. The publications involved in the campaign, between the beginning of April to the end of July and from October to November, are *Honey*, *19*, *She*, *Annabel*, *Flair*, *Jackie*, *Woman and Home*, *Cosmopolitan*, *My Weekly*, *Woman's Realm* and *Petticoat* (Thos. Christy & Co Ltd, North Lane, Aldershot, Hants).

Airwick solid advertising doubled

A record £100,000 advertising campaign for Airwick Solid, the "24-hour-a-day freshener", breaks this month, and Jeyes are predicting the product will become "undisputed brand leader in only the second year of its life". There are to be whole page advertisements in *Woman*, *Women's Realm*, *Woman's Weekly*, *Good Housekeeping*, *Family Circle*, *My Weekly*, *Woman and Home*, *She*, *TV Times*, *Homes and Gardens* and *Ideal Home* to reach 82.4 per cent of its target housewife audience (Jeyes UK Ltd, Brunel Way, Thetford, Norfolk).

Ronson display units

Ronson have announced two new display units for their range of shavers and accessories.

The SM 119 has been designed to hold the complete range, and is finished in white polyurethane with aluminium top and base trim. Fully illuminated by fluorescent lighting, the interior has a glass shelf and displays the shavers against



a bright blue background. It is lockable, measures 18½in high x 20in wide x 12in deep and is available to Ronson stockists at £5.

The shaver accessory wire dispenser unit SM 104, is supplied free against bulk orders for spares. In addition, the company has announced a Press advertising campaign for the battery shaver running from April to June, spearheaded by the *Daily Express* and followed by *Camping and Caravanning*, *Caravan*, *Practical Caravan*, *Yachting World*, *Motor Sport*, *Motor Boat* and *Angler's Mail* (Ronson Products Ltd, Randalls Road, Leatherhead, Surrey).



Chesebrough-Pond's new counter unit for Spray 'n Stay

Hermesetas 'money-off'

Until the end of April Hermesetas are flashed with 5p off for the 650 pack and 2p off the 300 pack. In order to preserve retailers' margins, trade prices per dozen are reduced by £0.18 for 300 packs and £0.45 for 650 packs (Crookes Anestan Ltd, Telford Road, Houndmills Estate, Basingstoke, Hants).

Bathtime Boutique

Jean Sorelle have introduced a Bathtime Boutique, designed to promote toiletries for gifts. This is in the form of a metal display unit with header-board, and holds six different combinations of products all at £0.30. The packs include three miniature bubble baths; two bath cubes, one guest soap, one shampoo; three bath cubes, two guest soaps; two bubble baths, one guest soap (Jean Sorelle Ltd, 117 Great Portland Street, London W1N 6AH).

Fabergé counter units

Three new counter display units have just been introduced by Fabergé. One, in amethyst, holds 12 of the new Xanadu 1oz handbag size sprays.

Kiku 1oz Cologne is reintroduced in a black unit which hold six bottles, boxed in yellow, while Eau de Parfum sprays of the same fragrance comes in a yellow and gold merchandiser (Fabergé Inc, Ridge-way, Iver, Bucks SL0 9JG).

A to Z of dental health

A new alphabet leaflet which examines dental health is now available from P and Judy toothpaste. Designed to attract parents as well as children, points out include the fact that some two-year-olds have been known to need dentures because they have eaten too many sweets with teeth having been cleaned (Reckitt Colman toiletries division, Sunnyside Derby).

Boldest campaign yet

LR Industries have launched what they describe as the boldest consumer advertising campaign yet for their Durex contraceptives, due to run until the end of June.

Among the publications in which the product will appear are *Hers*, *Honey*, *Nova*, *True Magazine*, *Woman*, *Woman Own*, *Petticoat*, *Reader's Digest*, *Student Brides*, *Daily Mirror*, *Sun*, *News of the World*, *People* and *Sunday Mirror*. The theme of the campaign is "Which contraceptive should we choose?", because, says the company, their research has shown there is a lack of information about the subject in the 16-44 age group (LR Industries Ltd, North Circular Road, London E4).

All Fresh on television

Due for June and July is a £100,000 national television advertising campaign for All Fresh clean up squares.

This boost, covering 95 per cent of the target, will be supported by a 3p off coupon being incorporated in a holiday planning booklet issued through tour operators and redeemable against one box of the product through stockists. The booklet will also contain an editorial feature on All Fresh, reaching an estimated 1.35 million holiday makers (Beecham Products (UK) Beecham House, Great West Road, Brentford, Middlesex).

New Complan slogan

Packets of Complan now carry the phrase "Brimful of Nourishment", and it is reflected in the modified floor display unit for the product which holds two cases of Complan and carries a three-dimensional headboard (Glaxo Laboratories Ltd, Greenford, Middlesex).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except G, E
Andrews Liver Salt: All except U, E
Astral: M, Y, Sc, NE, A, B, G
Dry Action Shield: All except E
Harmony hairspray: All except E
Protein 21: All except E
Silvikrin hairspray: All except E
Sunsilk shampoo and hairspray: All except E
Tegrin medicated shampoo: All except So, E
Twice as Lasting: All except E
Wilkinson Sword bonded shaving system: All except E

COMPANY PROFILE

Chas Zimmermann & Co Ltd

Success demands a move

With all departments "bulging at the seams" and the problem of finding space becoming increasingly difficult, to cope with the continued expansion of their business, Chas Zimmermann & Co Ltd have decided to mark their 70th anniversary by moving out of London later this year to new purpose-designed premises at Milton Keynes, Bucks.

At this new satellite town, the company's offices and factory will occupy almost double the space of present Perivale headquarters. Additional land will be acquired on which further development can take place when required. This will not be Zimmermann's first move, as they went to Perivale in 1948 to new premises which were then more than adequate for them.

When they first began trading in 1902 they occupied premises at St Mary at Hill in the City of London, trading in pharmaceutical chemicals under the title of Charles Zimmermann & Co.

Early days

Charles Zimmermann broke away from his father's firm A. & M. Zimmermann, chemical merchants to set up on his own. Within a year he had produced a 40-page brochure informing the trade that the new firm had acquired the sole agencies for seven continental principals which included Boehringer & Reuss of Cannstatt, Germany for pharmaceutical chemicals; Isdahl of Bergen for cod liver oil; and Schulke & Mayr of Hamburg the original makers of the then newly discovered disinfectant lysol. The opening of a photographic goods department was also announced and the sole agency for Zeiss Ikon cameras of Dresden proudly proclaimed.

The 1903 brochure mentions approximately 400 items many of which such as cinchona, lactose, glycerophosphates and pain are still important lines in the Charles Zimmermann range today. Among many items that have long since disappeared from the firm's list is heroin hydrochloride quoted at 16s 3d per oz bottle. This may perhaps be one of the reasons for the firm's telegraphic address at that time being "poisonable".

It was not long before essential oils were added to the Zimmermann range, and the catalogue issued in 1912 contains a special section under the heading, Synthetic Perfumes and Essential Oils for making Perfumes and all kinds of



A rural scene near Bletchley where the new town of Milton Keynes is being built

Flavourings in Soaps, Confectionery, Tobacco, etc." Among the agencies obtained in these early days by the new essential oil department were those of Pilar Freres of Grasse, Petko Orozoff of Kazanlik, Bulgaria, and S. & G. Pasquale of Messina.

In 1913 Charles Zimmermann & Co became a limited liability company, Charles Zimmermann being chairman. With the outbreak of war in the following year and the consequent disruption of continental connections also the absorption of staff into the armed services the company was faced by its biggest challenge. The difficulties were overcome by the establishment of connections with American suppliers, and valuable relationships were also formed with British manufacturers which have lasted to this day.

In 1917 Charles Zimmermann changed his name by deed poll to Charles Bell, but the company continued under its old title. After the war continental connections were quickly re-established, and the executive staff was strengthened by the addition after demobilisation from the army of Mr Maurice Bell, cousin of Charles. The interwar years, despite the difficulties of world trade depressions saw the continued development of the company. The founder died in 1939 and the direction of the company then devolved on Maurice Bell and William Beckley. The latter, who had served the company since its inception in 1902, retired because of ill-health in 1947 and in that year R. F. Tomlinson, R. F. Gillham, S. E. Sadler and O. W. Jarvis joined the board with Maurice Bell as chairman.

Soon after the move to Perivale, the chairman died and was succeeded by Mr Gillham. In 1956 the board was joined by Dr C. J. Bell, son of the founder.

A new generation of directors, J. Bruce, F. Drought, F. Rutt and E. Robinson were appointed to the board in 1968 to serve with Mr Gillham and Dr Bell.

The pharmaceutical and fine chemicals section has retained the representation for many years of several well-known continental suppliers including Buchler & Co of Brunswick, Germany, and Givaudan-Lavirotte of Lyon, France. Recently the

firm obtained exclusive representation in the UK of C.S.R. Chemicals Ltd of Australia for mannitol, and DMV of Holland for lactose.

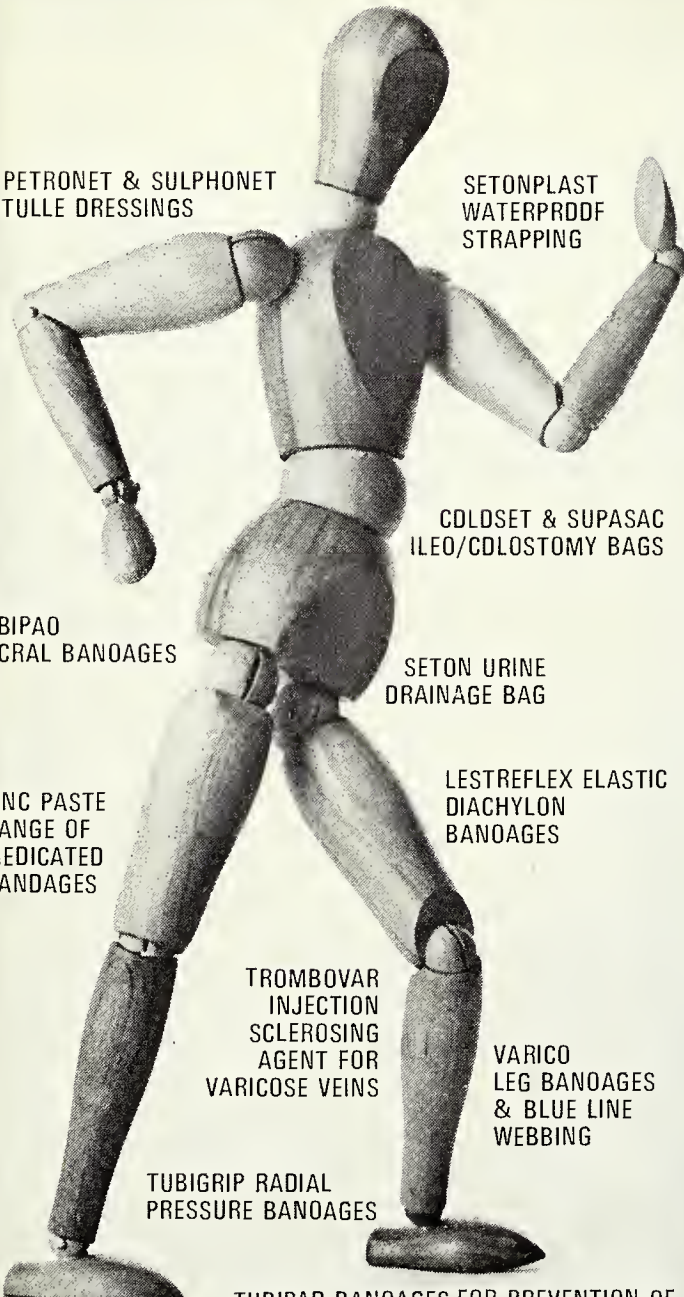
The essential oils section holds several exclusive agencies for continental producers and among them the French co-operative Sicalav de Haute Provence, said to be the largest producers in the world of lavender and lavandin oils.

Distillation of many oils is carried out by a battery of modern stills in the factory at Perivale, an important part of this activity being the rectification of peppermint oil for export particularly to the developing countries of Africa.

An original process for the redistillation of essential oils and isolates at low temperatures has recently been perfected and patented by Zimmermann. This process enables perfumery and flavour raw materials to be manufactured with a minimum disturbance of odour and colour such as occurs with the high temperature normally required for distillation. The oils thus produced cover a wide range and are offered under the name of Koldist products.

The perfumery department with Mr Douglas Clark as chief perfumer operates in laboratories well equipped to ensure technical perfection. Tailor-made perfumes to the individual requirements of customers are produced and technical advice is available to all clients with perfumery problems. Much research has been devoted to the production of perfumes specially designed for aerosols. Zimmermann were among the earliest pioneers in this field, and the products elaborated by them for this purpose are known as the Aeroflor range of aerosol perfumes. At the same time much successful effort has in recent years gone to the development of their flavourings section.

Zimmermann have always been export conscious especially as regards their perfumery and flavouring materials which are now well-known under the registered name of Dega. A special export department has been formed in recent years to manage this increasingly important side of the business and agents have been appointed in the more important markets.



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BANDAGES

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COMMENT

Reverting the flow

The long accepted marketing principle in the pharmaceutical industry of concentrating on the doctor and virtually neglecting the pharmacist may be changing. For some time now the medical profession has been stressing that the doctor is over-taxed and one thing that many doctors will admit is that they have difficulty in assessing the value of different pharmaceutical products.

Replying to criticism about large scale and costly mailings to the medical practitioner, the industry says that a large proportion of doctors want mailing to continue, but what section of the community will say no to anything that is free?

Last weekend in Leeds (page 456), representatives of several pharmaceutical companies expressed interest in change in present practices. They now appreciate more the pharmacist's information role—one would hope not only because it makes economic sense.

One of the pharmacist is to fulfill that role more effectively

he must rationalise his own information systems to provide an effective service. Also information from the industry must be made more readily obtainable.

There are promising indications about the supply of data sheets, but the process of supplying fuller information must be clarified. It is not sufficient for individual companies to offer to put pharmacists on their mailing lists by request—the hospital and retail pharmacist should be there by right. If it is a matter of cost, the pharmacist will be very willing to forego all the promotional "glossies"—just so long as he receives the fullest technical data, updated as necessary.

As the industry and hospital pharmacists admitted at Saturday's symposium, there is an underlying suspicion that maintains a gulf between the two sides. The obvious remedy is a closer relationship. The hospital pharmacist must do more than extend his horizons to the wards, where the patients, the people who really matter in the Health Service, are. Those horizons must stretch as far as the industry, the basic source of his products.

Dispensary blues

(With apologies to Walt Whitman)

Doctor! my Doctor! this fearful script is done,
The problem that you set is solved, the grim solution won,
The label firmly fixed (NP), the patient, all exulting,
Laughs happily for home and hardly stops to be insulting.
But the heart! heart! heart!

That seemed to cause the pain)

I can't equate with Betnovate—

And he'll be back again!

Doctor! kind Doctor! look at this EC 10—

Heave up and gaze upon this script for Rendell's Norolen.
For you no medals and no flowers—for you no bugle trills,
For once again you've written it as pessaries, not pills!

O Doctor! good Doctor!

How could you be so blind?

Your cavities are sadly mixed—

Was something on your mind?

Doctor! dear Doctor! I don't begrudge the fun

You have each night with Mims at hand when once the
day is done.

For Daricon and Doriden are certain to confuse,

And Paraban and Panadol, Antas and Antabuse.

But Doctor! O Doctor!

Why send such scripts to me,

When you have started on your rounds

And won't be home till tea?

Our Doctor does not answer—he's many miles away;

"Refer to the receptionist" he'd very likely say.

But as for the receptionist (just seventeen last week)

Two minutes on the 'phone with her will drive you up
the creek.

Pray, Doctor! dear Doctor!

When will it be the norm

To write a hand we understand

And *not* use Cuneiform?

Have pity on us, Doctor dear, who save your patients' lives
By asking them their symptoms, or by questioning their
wives;

Who find that Mr Potter, since last Sunday on the loo,

Is down for dimethisterone—and Baby Potter, too!

So Doctor! my Doctor!

Just do two things for me.

Please check what you have written down—

AND READ YOUR BPC!

John Camp

FILMS

Obstetric Analgesia by The Caudal Approach. Verity Films, sponsored by H. Pharmaceuticals Ltd, Birkbeck Street, London E2 6LA. 16mm Eastmanfilm with optical sound track. Running time 23 minutes.

Following the film preview at the Royal College of Obstetricians and Gynaecologists, high praise was given to this film both for the content and the technical presentation. The film demonstrates the technique of caudal anaesthesia using

Marcaïn (bupivacaine), and shows how in childbirth the procedure gives relief of pain without narcosis, benefiting mother and baby. Intra uterine manipulations are made easy without causing patient any pain.

The aim of the film, which it achieves so successfully, is to show that caudal anaesthesia with Marcaïn is a technique that can be quickly and safely taught to young obstetricians.

The film is designed for medical and nursing audiences.

The Swirling Safeguard. Cooper, McDougal & Robertson Ltd, Berkhamsted,

Herts. Colour. Sound. 16mm. Running time 20 minutes.

The film shows the application of a new technique of flying insect control by outdoor "fogging", and was shot on location in the Arabian Gulf, Sudan, Spain and the UK. Special mobile equipment has been developed to apply a fog of recently-synthesised insecticides—some based on the active principles of pyrethrum—which are safe enough to be sprayed even in market environments where food is on open display. The film demonstrates how this technique is now being used in public health programmes in parts of the world where insect-borne disease is a problem.

'NP'—a curse in disguise?

A personal view
by R. Jackson MPS

In retrospect, with so many in favour of proper-name labelling and so few against, it seems to have taken a long time to arrive at the imminent reversal of the convention of not naming dispensed medicines. Everyone, except apparently a proportion of pharmacists in general practice, and a few cautious doctors, are in favour of this change, for which not one argument has in my opinion been put forward that unselfishly considers the wider issues for the public good.

It is significant that the pressure from doctors in general practice has grown since the change in grant-aid, allowing expenses for secretarial help. This enables the burdensome chore of writing repeat prescriptions to be delegated. It is also felt by many doctors that the obligation of keeping records, and adequate instructions can be replaced by general naming of medicines on labels. "NP" is entirely unnecessary for this if accurate records of treatment are kept, and the quantities prescribed are tailored more carefully to a specific course of treatment. I would question the need for repeat prescriptions at all, except for the chronically sick, and this distinction is officially recognised in the guide-lines for allowing exemption from the charges.

Industry's part

Pressure has come from the industry of course, since it is in their interests to get greater recognition for a particular name. The name is rightly coined for the purpose of protecting the good name and reputation of the medicine; it is also unashamedly for the promotion of sales. As manufacturers have discovered to their cost, adding their name to a generic title is no protection against the day when their exclusive rights are lost.

The patient has added his voice to the plea for "NP", because of the greater convenience, and because of the gratification of being entrusted with the means by which, by implication, the choice of treatment has been transferred from the doctor to him. I shall return to this last point, because it is the crux of my view.

Many pharmacists have seen much in favour of "nomen proprium"; most of those in hospitals, and industry (if not all), and many in general practice. To me, there is a world of difference between the type of patient encountered in hospitals, and those in general practice. If the name on the container is considered essential to the smooth running of hospitals, then so be it. It is wrong to assume that it would do no harm outside them.

In hospital, a patient is frankly ill—he

is there in essentially a submissive capacity; a state of mind enforced by the routine, and rightly so. Subject to a person's normal rights, being sick in hospital means accepting the decisions and treatment involved in attempts to cure him, successful or not. Once outside that environment, a patient reasserts himself; he is in the position once more of being able to take the initiative.

I am not saying that this is a transformation that takes place at the exit of the wards, or even out-patients, but it takes place nonetheless, and it should be realised that the dangers of "NP" lie in the power that this gives to the patient. It is not merely that the convention has changed—it is an attitude of mind. It cannot be assumed that the patient knows best.

Doctors' views

The doctor in the everyday conditions of the Health Service is not prepared to spend time in curing a large proportion of his patients. The acceptance of repeat prescriptions, with greater or lesser safeguards depending on the organisation of the practice, and the responsibility given to the secretarial help, is in itself accepting that there is no end-point in treatment. As long as the patient is happy taking the treatment, then there is nothing to worry about. It is not considered important that there is a disincentive in the system for the patient to be supervised by the doctor; that positive harm can be done, and that important and useful forms of treatment can be brought into disrepute by inadequate supervision and lax supervision of "repeats", eg asthma aerosols.

Time saved, quicker and more efficient throughput of patients are considered to be paramount. It is not realised that a superficial attitude by doctors breeds a casual contemptuous one on the part of the patients? Is it desirable that certain preparations should acquire the status of a panacea, to be used for casual treatment of conditions positively contraindicated in therapy? A casual approach to drug treatment will engender the same response.

The public cannot be expected to have a training in the handling of drugs, which would induce respect. Why then should there be this clamour for "NP", when it only serves to encourage the opposite?

As I have already indicated, the protection of the trade name is as indispensable to a manufacturer of prescription medicines, as to one of shoe polishes or shampoo. While the promotion of a medicine was confined to the medical profession, the public interest could be protected by persons equipped to judge, but that promotion is now being widened by the more general use of "NP", to include

the untrained and very malleable public.

It seems to me to strike at the very heart of the methods by which the drug is judged. The well-designed "double-blind" clinical trial is now accepted to constitute the best method of assessment. Complete anonymity is essential in order that all the statistical criteria can be met. If then this procedure is desirable, why should a manufacturer want the name disclosed to the patient? It is possibly because having failed to convince as many doctors as they would like, drug firms want to widen the potential sales appeal to a larger audience.

Having now achieved success in this field, the next move is towards "original pack" dispensing. It is already quite common for instruction leaflets for such packs to include a eulogy on the medicine in addition to the directions, which display a determination to mention the name as many times as possible. There is little difference between some leaflets and advertisements put out to promote general proprietary medicines. Is this sort of abuse going to be tolerated after the acceptance of "NP"? It is after all, turning the screw a little more in the promotion game.

The patient in all this is quite pleased. Medicine "X" has done the trick. He can ask for more by name, knowing that a visit to the doctor isn't really required; he could send a stamped addressed envelope. There is no need for an interview; he might have mentioned that headache or the tingling (or whatever), if the doctor had been available, but he forgot to make an appointment, and he needn't bother him. Besides "X" was marvellous for his sister, and she suggested he should try it.

This attitude is not fiction; it is increasingly prevalent. A contemptuous disregard for the dangers inherent in drug therapy is not what we want from the public. This is not the way to encourage mothers to lock drugs away; by degrading prescription medicines to the level of a "patent"; do we not want the reverse to be true?

Pharmacists' role

Lastly, the pharmacist, who has had more training and experience than anyone in the handling and use of medicines, is as usual torn between placating a customer and acting in the most responsible and professional manner. The method of dosage, or the dangers of mixing "A" with "B" can be discussed, still preserving the anonymity of the treatment.

I am not advocating the restoration of a mystique in medicines, but rather caution in the process of enlightenment. The legal controls are based on the concept of abuse, and this abuse has been minimised by lack of familiarity with the treatment. There are many medicines which are not subject to control, simply because there are no grounds for restricting the availability. It follows that a much greater degree of control would have to be placed on certain drugs as "NP" takes effect.

I do not regard the public as being sufficiently well trained, and responsible, to take the unfettered initiative in drug treatment. If that day ever arrives, the pharmacist can pack up and go home.

Scope in skin— and its problems

A. F. L. Deeson, MA, PhD, DSc

The market for medicated skin treatments may not be large at the present time—but it is subject to the whims of fashion. Furthermore, it is growing steadily. About 10 per cent of the male population, it is estimated, suffer from acne at some point in their teens and in a relatively few years it extends into later life. In girls it is less common but affects perhaps 20 per cent of them.

The broad area of medicated skin treatments can be broken down into creams, lotions and cleansers or liquid soaps. It is very difficult to put a figure on the overall market but £2-£2.2 million a year, including prescription sales, seems reasonable. Of this, perhaps £½ million worth of preparations are sold on the NHS. Creams account for around £1 million.

This is clearly a chemist's market, with around 95 per cent of total sales, of which an estimated 52 per cent go to independent pharmacists and the remainder to Boots and other chains.

There is considerable evidence that the medicated skin preparations market is growing quite rapidly in real terms and that this process has accelerated over the last two or three years. Possibly there is a growing emphasis on lotions at the expense of the more traditional creams but at the present time creams probably hold around 40 per cent of the total market, with 25 per cent for lotions and 35 per cent to liquid soaps or cleansers.

The expansion of the market may well be due to the increasing income of young people and a better knowledge of the treatments available for acne. Certainly Richardson-Merrell (Clearasil) have found it pays to put over clearly the three-way action of their products, and pharmacists might usefully study the various formulas of the preparations available and their relationship to the symptoms of customers, particularly as a large number of customers ask for recommendations.

and leaders

It is very difficult to arrange the products in this area in any meaningful order but certainly the Clearasil range is high in the league table with about 35 per cent of the cream market and 86 per cent for lotions. Their position in liquid soaps is too early to determine because the Clearasil medicated wash was only put in the test market (in Lancashire) in November 1971. Bearing in mind that Clearasil cleansing lotion was only in the test market in 1970 the dynamic marketing policy of Richardson-Merrell certainly seems to have paid off.

The well-established Valderma balm (Beckitt & Colman) is another leader among the creams and is probably neck-

and-neck with Clearasil cream medications—the trade variously gives them between 33 per cent and 40 per cent of the cream market while Nielsen suggests 32 per cent against Clearasil's 35 per cent.

Other important cream products include Eskamel, which is an "ethical" sold only to chemists—though 80 per cent of sales are over-the-counter. It is certainly one of the largest selling "ethicals" available; the leader, Neo-Medrone (Upjohn), being a restricted product, available on prescription.

Other creams include DDD (DDD Co) which sells 100 per cent to chemists; Noxzema, a general-purpose skin cream, and Thera-Blem, a specific acne cream (both Noxxel Corporation), comparatively little known in this country but household names in the United States; Dome-acne, an "ethical", also available over the counter and supplied to chemists only; Benoxyl (Stiefel Laboratories), another "ethical" available over the counter; and Acnil and Medac (Fisons) both sold only through chemists.

A number of manufacturers believe that lotions and "skin cleansers" will eventually overtake the well-established cream products. Of the lotions, Clearasil has 86 per cent of the total market. DDD and Dome-acne are manufactured as lotions as well as creams. Acderm (Custom Synthetics) is a liquid acne treatment, an "ethical" product also available over-the-counter through chemists only. Benoxyl is also available as a lotion.

There are also one or two gels such as Salaphene, another "ethical" which has over-the-counter sales. PhisoHex (Winthrop) has caused a considerable amount of interest as a liquid antibacterial skin cleanser specifically intended as a treatment for acne and similar skin problems. First introduced in 1961 on a prescription-only basis, it is now sold over-the-counter through chemists, and sales have expanded considerably—so much so that the manufacturers believe it may be a leader over the whole market in sterling terms, bearing in mind that it is a relatively expensive product.

Perhaps one of the most important recent introductions has been Neo-Medrone acne lotion (Upjohn) which is available on prescription only. Reported to be remarkably effective, it combines Medrone to suppress the inflammatory process, neomycin to combat bacterial infection, sulphur for healing, and aluminium chlorohydroxide as an astringent and antiperspirant agent. Several manufacturers believe that its proved effectiveness, combined with the apparently growing concern with acne on the part of the younger generation, could encourage a continuously growing section of the market to approach their doctors for specific prescriptions

rather than relying on their chemist's recommendations.

Advertising and promotions for these products are, as one might expect, generally low-key.

Richardson-Merrell (Clearasil) are currently by far the largest spenders (£264,000 for 1971-2). They also offer display trays and excellent informative brochures, both for pharmacists and the general public.

Winthrop are spending around £100,000 a year on PhisoHex and offer display packs, show cards, window cards and booklets.

The Noxxel Corporation (Noxzema and Thera-Blem) advertise only "lightly" in women's magazines. They offer the chemist display cards, counter displays and booklets.

DDD Co spend £30,000-£50,000 a year, mostly in the teenage magazines but also in the national and women's Press. Stickers and show cards are available.

The remainder of manufacturers, with the exception of Valderma, who are reported to spend well in excess of £65,000, promote minimally or not at all. Here, of course, it should be borne in mind that a number of the products discussed are prescribed medicines.

Customer profile

This is undoubtedly a young market (12-24), a point worth remembering in planning retail promotions. Most manufacturers report very few, if any, seasonal variations, but Clearasil have peaks during September/October and January/March which they believe are influenced by the return to school and the start of the party season respectively. A good summer may tend to reduce sales marginally because of the beneficial effect of sunlight on acne.

Products appear to sell equally over the socio-economic groups and most manufacturers find no obvious regional variations. Noxzema and Dome report a slightly higher level of sales in the South, but one or two manufacturers find better sales for products in heavily industrialised areas, perhaps on the basis that while dirt does not cause acne it certainly does not help it. As an interesting side point Noxzema sales are notably higher where there is a large coloured population, possibly because of the popularity of the product in the United States.

Increasing sales

Medicated skin preparations are very much a chemist's market and will remain so. Nevertheless, special effort can increase the individual chemist's shares and I make no apology for recommending the pharmacist to know the products thoroughly and to gain customer confidence by making thoughtful recommendations. Make sure, too, that you take advantage of the high-standard informative brochures available in this field both for yourself, your staff, and your customers.

Three chemists, two in London and one in Liverpool, have told me they have dramatically increased their sales by setting up a permanent medicated skin preparations "bar"—one actually calls it "The acne bar". On these displays they firmly stick to chemist-only products. It's worth a thought.

PROFESSIONAL NEWS

Development of the drug information role

Support for the developing role of the pharmacist as a drug information specialist came from a multidisciplinary symposium held in Leeds last Saturday.

Pharmacists, representatives of the pharmaceutical industry, nurses and doctors all contributed to the discussion on how that role should be fulfilled. The meeting, attracting 140 participants, was organised by the Yorkshire Branch of the Guild of Hospital Pharmacists.

The subject of drug information was put into perspective by Mr. N. Blacow, editor of the Extra Pharmacopoeia, who was invited to talk on the Pharmaceutical Society's publications.

He said that until about 15 years ago pharmacists could commit to memory all they needed to know. He illustrated how the size of the Extra Pharmacopoeia had increased over the years. For the 26th edition due out in July his staff had collected 33,000 abstracts over the last five years.

Two speakers from the audience described present difficulties. A hospital pharmacist suggested that all his colleagues collected drug information but the problem was getting that information out quickly and successfully. "At the moment the majority cannot get the information out of their cupboards," he said.

Effort replication

A participant from the industry drew attention to the present "colossal" replication of effort. There was a lack of definition of objectives in drug information work.

A consensus thought that there should be basic drug information available in each hospital ward and kept up to date by the pharmacist. It should take the form of a card index or loose-leaf folder system. It was agreed that on another level more detailed facts should be available from a particular source.

Many speakers suggested the setting up of a national drug information centre but the need for some form of information service within each hospital group was also recognised.

Outlining the problem from the medical angle Dr M. Segal, a consultant psychiatrist, said that a 1970 survey had shown that about 50 per cent of people did not take their drugs. It might be a very useful exercise to try to educate people about drugs on a national level and to retrieve those medicines not used.

Patients expected magic rather than a normal solution to illness. They looked not only for a cure from their medicines but for them to have perfect therapeutic properties.

As regards information within the profession drug trials were often upset by the interruption of new staff taking over. Consultants found difficulties in continually

having to train newcomers about drugs.

When a patient had been given prolonged action drugs, did the next physician who saw the patient know what they had taken?

Dr Segal recognised the usefulness of drug data cards to both doctors and nurses and thought that all the different health practitioners had to work together. He criticised the old feeling of "them and us" and understood that at certain times the pharmacist's work was made harder by a sudden deluge of prescriptions, for instance, just before doctors went on leave.

Serious problems for nursing staff, concerning drugs, were outlined by Mr G. D. Stakes, a principal nursing tutor from York. He made the point that it was the patient that most mattered and nurses had the greatest contact with them.

He believed that they should understand what they were doing at all times and not just ask for instructions. After qualifying, as far as knowing about drugs was concerned it depended entirely on a nurse's own initiative. He was not aware of any hospital policy on drug information.

He had found that sisters and charge nurses within his hospital group had all agreed that information was hard to obtain and depended on the ingenuity of nurses and relationships with the various professions.

As reference literature both MIMS and the National Formulary were not ideal for nurses and MIMS was not always available. He had established that night staff were rarely given full details about their patient's medication and information was not left out for them.

Ward visits

Mr Stakes advocated visits by the pharmacist to the ward and the use of a loose-leaf folder system on wards to provide basic pharmacological information. That would help for instance in the present situation where a nurse was warned to look out for the side effects of a drug but she found she did not know what she was looking for.

Miss S. E. Brooker, information pharmacist for the United Leeds Hospitals, described her work. She illustrated the layout of filing cards used at Leeds and said that several bodies were now developing drug code systems for rapid retrieval. She expected that a British drug code would be developed shortly.

Hospital staff had to know that the facility was available. Once they had contacted her they tended to approach her again with other queries.

Miss Brooker said that the Guild were

currently studying the feasibility of introducing a card index system nationally.

In the discussion which followed the system introduced at Shotley Bridge General Hospital, Co Durham was described. Consultants there had agreed that a drug list should be displayed on a panel in each ward and that drug usage should be controlled by it.

Doctors found it quite easy to rationalise their use of drugs and when coming into the hospital found the lists useful to indicate those drugs that were being employed. Requisition cards were arranged on each panel and behind those was the information on each drug.

Mr J. F. Fulford, of G. D. Searle & Co Ltd, put forward the pharmaceutical industry's viewpoint. He invited open discussion on his theme. With a little encouragement from Professor A. Wilson, University of Liverpool, who chaired the day's proceedings a spirited debate developed.

Fewer new products

Mr Fulford spoke of the recent decline in the number of new products coming onto the market, but suspected that there would be an increase again. He thought that more medicaments from the EEC would be marketed here as links increased and anticipated "a flurry of new products" when several patents expired.

The industry was engaged in considerable work on diagnostic products too and he predicted rapid developments in this field. Another change he anticipated was a rapid decline in the number of pharmaceutical companies within the next ten years.

When asked why companies did not publish information more often he admitted that a considerable proportion of the records just dealt with failures. Computer data was now available and could be distributed.


In responding to some criticism of the need for bioavailability studies Mr Fulford said that there was a tendency for such studies to become over sophisticated.

In summing up for the industry he said that companies welcomed the start of "information pharmacy." It was a logical link in the process of communication. He saw no reason why data sheets should not be widely distributed to both pharmacists and nurses.

Other speakers from the industry admitted that the present relationship with hospital pharmacy was poor. Too much was spent on mailings and not enough on other information and again too much attention was given to doctors and not enough to pharmacists. There was suspicion on both sides and undue secrecy from the industry.

Aware of the mass of information collected for the Extra Pharmacopoeia Mr W. G. Smith, Nottingham General Hospital, said that it was unfortunate that that information could not be taped.

Mr Blacow said that it was up to hospital pharmacists to point that out. In response to such a request, if hospitals were prepared to pay for it, abstracts could be circulated. More staff would be required to perform that function.



← GATE 1

WASPEZE TIME ALREADY?

Holidaymakers going overseas have cottoned on to the tip of taking Wasp-eze with them—they've been bitten too often before! But with a Wasp-eze aerosol they can be fast on the draw with relief for bites and stings of mosquitoes, wasps, bees, midges, gnats, hornets, horseflies, clegs, nettles and jelly-fish, all the 'nasties' that can do so much to wreck a holiday.

Stock Wasp-eze now, before customers flock abroad. Benefit from our extensive advertising campaign, being seen by over 11,000,000 readers.

Retail bonus available until April 29

4 doz standard	}	1 doz standard <i>free</i>
1 doz large		
2 doz standard	}	3 units standard <i>free</i>
$\frac{1}{2}$ doz large		



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LETTERS

Thanks for waiting

Following a fire which gutted our dispensary on December 16 1971, we wish to thank all our suppliers who, with one exception, responded so magnificently and sympathetically to our request to suspend accounts prior to the fire until our insurance claim had been met. Our claim for material loss has now been met, and accounts have been or are being met as quickly as possible.

H. P. Radnan
director, Radnan (Chemists) Ltd
Salford M5 3QX

Drug safety

Xrayser, who never seems to miss the chance of a snide dig at the Office of Health Economics, takes me to task for criticising excessive demands for safety in respect of medicines. I fear, however, he misunderstood what I was saying.

First, he is merely agreeing with me when he says that we may be too uncritical about some risks associated with other forms of medical care. I specifically drew attention in my lecture to our unreasonable acceptance of the perhaps avoidable risks in some surgical operations. Second, on the subject of medicines,

I would never complain that safety standards were too high in absolute terms.

My point was that we must strike a balance between the possibly lifesaving benefits of new medicines and the inevitable risks inherent in their use. If we make unreasonable demands for safety, as the Americans now seem to be doing, the public are likely on balance to suffer.

G. Teeling-Smith
Director, OHE

BNF amendments effective April 1

The following amendments to the British National Formulary 1971 become effective on April 1.

p.23 The address of the Northern Ireland Chief Medical Officer is now Dundonald House, Belfast, BT4 3SF. Any inquiries about the Northern Ireland Regulations or addicts should be made to the Ministry of Home Affairs, also at Dundonald House, telephone number 0232 650111, Extn 239 or 258.

p.28 **Iron Salts.** Last line, after "body weight" add "per hour".

p.29 First line, after "80mg" add "per kg". pp. 58 and 59 Transpose the two pages.

p.159 Line 6, amend "5 per cent" to "0.5 per cent".

p.199 **Phosphates Enema.** Delete the monograph and add:

Phosphates Enema, B.P.C.	(Page 46)
Sodium Acid Phosphate	100 g
Sodium Phosphate	80 g
Purified Water, freshly boiled and cooled	to 100 ml

A suitable preservative may be included. If no volume is stated, dispense 128 ml in a disposable pack fitted with a rectal nozzle.

p.201 **Cyclopentolate Eye-drops.** Line 2 delete "2 per cent". Line 6, amend "10 ml" to "5 ml".

p.202 **Physostigmine and Pilocarpine Eye-drops.** Line 4, after "sodium metabisulphite" add "and benzalkonium chloride".

p.213 **Diazepam Injection.** Delete "B.P." from title.

p.252 **Coal Tar and Salicylic Acid Ointment.** Add "B.P.C." to title.

p.270 **Cephalexin Tablets.** Line 2, add "Keflex Tablets".

p.276 **Dydrogesterone Tablets.** Lines 3 and 7, amend "5 mg" to "10 mg".

p.286 **Norethisterone Tablets.** Line 2, delete "SH 420 Tablets". Line 3, delete "10 mg".

p.351 **Norethisterone.** Transpose "SH 420" to the entry "Norethisterone Acetate".

pp. 362 and 363 **Dental Practitioners Formulary.** Delete from the lists: "borax boric acid, potassium bromide, sodium perborate". Add "Chlordiazepoxide Capsules B.P." After "Carboxymethylcellulose Gelatin Paste, D.P.F." Add "whether or not containing amphotericin".

Strengths of Preparations

The following preparations appear to be no longer available in the strengths listed:

p.216 **Gentamicin Injection:** 40,000 Units in 1 ml.

p.218 **Hydroxyprogesterone Injection:** 125 mg in 1 ml.

Not applicable to Scotland

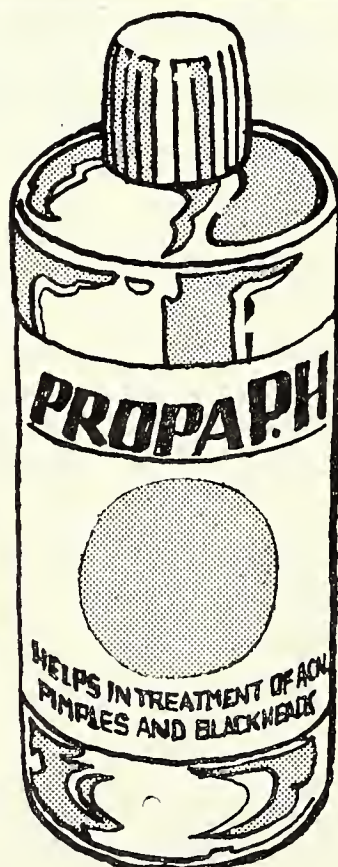
The amendments also give effect to the recent nomen proprium agreements (C&D, March 11 and 25).

Included is a paragraph that 'NP' must be initiated by the prescriber for items requiring an entry in the Dangerous Drugs register, but it must be noted that this arrangement is *not* applicable in Scotland. Northern Ireland is to follow Scotland.

IMPORTANT TO ALL CHEMIST RETAILERS

Lotion for the treatment of acne spots and pimples

DOES NOT CONTAIN HEXACHLOROPHENE



You may continue to display, sell **PROPAPH**, backed by heavy national advertising.

BIO PRODUCTS (PROPAPH) LTD.
VESTRIC LTD., RUNCORN, CHESHIRE.

MARKET NEWS

Budget fails to supply stimulus

London, March 29: Last week's Budget failed so far to stimulate the buyers of pharmaceutical chemicals, drugs or essential oils into any kind of activity. Business during the week, therefore, remained at the low level of previous weeks. There were the usual price fluctuations among the crude drugs, among them pepper powder which was significantly cheaper than previously in both positions. Forward rates for cascara, jalap, Sicilian menthol and celery seed were firmer. *Podophyllum Emodi* unquoted for this came on offer for September-October shipment. Dearer were Curaçao balsam, balsam Peru and Canadian senega. Among essential oils Ceylon citronella, rose de rose and Chinese spearmint were firmer while Bourbon geranium and aniseed were easier.

Pharmaceutical chemicals

Ascorbic acid: In 12-ton lots, delivered, per metric ton BPC glacial £87.50; 90.5 per cent technical £80 per cent grades pure £76.50; technical £70.

Benzenephthone: 100-kg lots £5.62½ kg. **Alcohol:** (Per proof gal). Ethyl fermentation in bulk gal lots—SVR doubly rectified 96.1 per cent £0.303; absolute 99.9 per cent £0.315. **Alcums** 900 gal minimum respective prices are £7, £0.329; Synthetic grades are 96 per cent, 93 and 99.9 per cent, £0.245 in tank wagon; £7 and £0.259 in drums for 900-bulk gal; industrial grade 95 per cent £0.164 in bulk and £3 in drums.

Ascorbic acid: £2.36 kg; 5-kg £2.33 kg; sodium ascorbate plus £0.23; coated plus £0.10.

Ascorbic acid: One-metric ton lots £30.42 kg. **Ascorbic acid:** BP grades, per metric ton, in paper bags: granular £75, crystals £100; powder extra fine powder £86. Technical grades £20 per ton.

Ascorbic acid: BP grade per metric ton: granular crystals £140; powder £110; extra-fine powder in paper bags, carriage paid. Technical is per 1,000 kg less than BP grades.

Ascorbic acid: BP precipitated £49 per 100 kg.

Ascorbic acid: 250-kg lots £0.63 kg.

Ascorbic acid: 250-kg £412 per metric ton.

Ascorbic acid: 25-kg, £5.18 kg. **Ascorbic acid:** metric ton. £709 for 100 kg.

Ascorbic acid: Suspension 20 per cent £16.73 kg.

Ascorbic acid: BP granular hydrous per metric ton lots, £337; 250-kg £325; 1,000-kg £313. **Ascorbic acid:** £358, £346, 334 respectively. **Ascorbic acid:** Pre- for powder £10.

Ascorbic acid: acetate £0.25 per g.

Ascorbic acid: up to 200-g lots £2 per g.

Ascorbic acid: Anaesthetic BP—2-litre bottles £0.87 each under 350 litres; £0.81 for over 350 litres; drums £0.41 kg for 500-kg lots. Solvent BP metric ton in drums from £294 for 500-kg in 16-kg drums down to £266 in 130-kg lots; 250-kg from £304 to £276.

Ascorbic acid: £628 metric ton in 50-kg lots.

Ascorbic acid: In kegs £0.46 kg.

Ascorbic acid: 1-kg £32; 50-kg £28.29.

Ascorbic acid: 1,000-kg lots £1.62 kg.

Ascorbic acid: £5.25 per g.

Ascorbic acid: ammonium sulphate: 100-kg £205 per metric

Ascorbic acid: and ammonium citrate: (per metric ton)

lots, 50-kg lots £650 1-ton £620. Scales 50-kg

1-ton £790; green £830.

Ascorbic acid: phosphate: £470 for metric ton 50-kg lots.

Ascorbic acid: £570 metric ton for 50-kg lots.

Ascorbic acid: related spirits: in 45-gal drums minimum

gal, delivered, industrial 66 op £0.308 per

gal; perfumery quality £0.359; mineralised

64 op, £0.322. In tank wagon, 2,500-gal, the rates are: £0.308, £0.359, and £0.30 respectively. **Nicotinamide:** (Per kg) 1-kg £2.12; 25-kg £2.07; 50-kg £2.02.

Nicotinic acid: (Per kg) 1 kg £1.93; 50-kg £1.83.

Oleic acid: BP is £206 per metric ton delivered.

Oxalic acid: 20-ton lots about £170 metric ton.

DPanthenol: £9 kg; 5-kg £8.50 kg.

Pyrogallol: Pure 500-kg lots £4.73 per kg.

Salicylic acid: per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470.

Stilboestrol: BP in 25-kilo lots £33 kg.

Tannic acid: 500-kg fluffy £1.35 kg; powder £1.33.

Tartaric acid: (Per metric ton) 50-kg lots £422; 250-kg £417; £408 ton.

Thiamine: Hydrochloride and nitrate £7.55 kg; 5-kg £7.52 kg; 25-kg £7.50.

Thymol: In 1-ton lots £2 per kg.

Vitamin D: Powder for tableting 850,000 iu per g, £17.81 kg; 5-kg £17.75 kg.

Crude drugs

Aloes: (metric ton) Cape primes £270 spot; £215 cif, Curaçao £785 spot; £750 cif.

Balsams: (lb) Canada: £1.80 spot; shipment £1.75

cif. **Copaiba:** BPC £0.50; Para £0.40. **Peru:** £1.20

£1.15, cif. **Tolu:** BP £0.70.

Camphor: BP natural powder £1 kg spot; £0.90, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cascara: Spot £325 metric ton; shipment £300, cif.

Ginger: (ton) Cochin £210, cif. Jamaican

No. 3 £1,050 spot; £850, cif. Nigerian split £160, cif; peeled £300 spot; £245, cif.

Menthol: (kg) Chinese spot £6; shipment £5.95, cif. Brazilian spot £4.35; April-May £3.90, cif.

Pepper: (ton) Forward Sarawak black £380 spot; £327.50, cif; white £480; £440, cif.

Podophyllum: Emodi £360 metric ton cif, Sept-Oct shipment.

Seeds: (ton) Anise: China star £175, spot; shipment (125, cif. Caraway: Dutch ex wharf

£390. **Celery:** Indian £360; shipment £280, cif. **Coriander:** Moroccan £77, cif. **Cumin:** Indian

£260, cif. **Dill:** Indian £23, cif. **Fennel:** Indian

£163, cif. Chinese £120, cif. **Fenugreek:** Moroccan for shipment £63, cif. **Mustard:** £60-£120.

Senega: Canadian £1.65 lb spot and cif.

Turmeric: Madras finger £165 ton; £157.50, cif.

Essential and expressed oils

Almond: Drum lots £0.60 kg.

Amber: Rectified spot £0.33 kg.

Anise: Chinese £1.40 kg spot; £1.30 cif.

Bay: £5.95 spot, shipment £5.85, cif.

Bergamot: £9.35-£11.55 kg as to grade.

Birch tar: Rectified £2.35 kg.

Bois de rose: Brazilian £1.75 kg spot.

Buchu: English distilled, £255 kg.

Cade: Spanish £0.42 kg.

Cajuput: £1.20 kg on spot.

Camphor white: Spot £0.36; £0.30 kg cif.

Cananga: Java £5 kg, cif.

Caraway: Dutch £6.50 kg; English £18 kg.

Cardamom: English distilled £45 kg; Indian

£46.50.

Cassia: Chinese 90 per cent, 85 per cent £2.05;

£2.20 kg, spot.

Celery: English £27 kg; Indian £19.

Cinnamon: Ceylon leaf £1.30 spot, £1.24 cif, Sey-

chelles leaf rectified £2.75; bark, English distilled

£88. Chinese £1.10 spot; £0.95, cif.

Citronella: Ceylon spot £1.05 kg; £0.93, cif.

Chinese; £1.10; £0.93, cif.

Clove: Madagascar leaf £1.16 kg; £1.11, cif.

English distilled bud £17.60.

Cod-liver: BP in 45-gal lots £31.50 naked.

Coriander: £9.35 kg spot.

Cubeb: English, £13 kg.

Dill: £5.75 kg spot.

Eucalyptus: Chinese 80-85 per cent £0.66 kg in

bond £0.59, cif.

Fennel: Spanish sweet £2.09 kg.

Geranium: (kg) Bourbon £16.50 kg; Congo £13.75,

cif.

Ginger: English distilled £39 kg; Indian £22.50.

Juniper: Berry £3.08 kg; wood £0.55.

Lavandin: £2.76 kg spot.

Lavender: French from £4.40 kg.

Lavender spike: In 1-metric ton lots £2.90 kg.

Lemon: Sicilian £3.66 kg as to quality.

Lemongrass: £2.15 kg spot; May-June £1.90, cif.

Lime: West Indian £7.70 kg spot; £7.15, cif.

Mandarin: £5 kg.

Nutmeg: East Indian £4.95 kg. English distilled

from West Indian £12.75; from E Indian £13.15.

Olive: £330-£338 metric ton, fob, Spain, spot

£390 long ton, duty paid ex wharf.

Orange: Sweet £0.54 kg spot; bitter from £3.15.

Palmarosa: £7.50 kg spot, £6.50, cif.

Patchouli: Spot £3.86-£4 kg.

Pennyroyal: £2.50-£2.70 kg to arrive.

Pepper: English distilled ex black £32.50 kg.

Peppermint: (per kg) Arvensis Chinese. Spot

£2.50; £2.30 cif. Brazilian £1.67 spot; April-May

£1.60 cif. American Piperata from £3.85.

Petitgrain: £2.80 kg spot; £2.65, cif.

Pine: (kg) Abietis £3.75, pumilionis £6; sylvestris

£1.62.

Rosemary: Spanish £1.55 kg.

Sage: Spanish £1.85 kg spot.

Sandalwood: Mysore spot £13.50. East Indian

for shipment £13.40 kg, cif.

Spearmint: American £5 kg, cif; Chinese spot

£3.55 kg; shipment £3.50 cif.

COMING EVENTS

Tuesday April 4

South Eastern Region, Pharmaceutical Society, Varley Hall of Residence, Coldean Lane, Brighton, at 6pm. "Progress in biopharmacy with special reference to cardiovascular drugs" (Three-day symposium).

Wednesday April 5

Scottish Department, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.45pm. Mr D. Macmurray and Mrs M. Lakie on "A 17th century poisoning case?" and Mr L. G. Cook on "Before Fleming".

West Metropolitan Branch, Pharmaceutical Society, Great Western Hotel, Paddington Station, London W2 at 7.45pm. Mr A. Aldington on "The effect of the Common Market on pharmacy".

Thursday April 6

Ayrshire Branch, Pharmaceutical Society, Savoy Park hotel at 8pm. Wine and cheese evening, and Detective-Sergeant Lorimer on "Drug addiction in adolescents and its associated problems".

Harrogate Branch, Pharmaceutical Society, Malborough Cafe, 3 Oxford Street, Harrogate, at 8pm. Annual meeting.

Hastings Branch, Pharmaceutical Society, Granville hotel, Bexhill, at 8pm. Business meeting.

Huddersfield Branch, Pharmaceutical Society, Spotted Cow hotel, New Hey Road, Salendine Nook, Huddersfield, at 8pm. Annual meeting.

Society for Drug Research, Chelsea College, Manresa Road, London SW3, at 9.45am. One-day symposium on "Availability of drugs from medicines."

Information!

Who is the Chief Pharmacist of Ashington Hospital?

You will find the answer in

CHEMIST & DRUGGIST DIRECTORY 1972

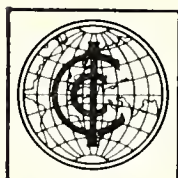
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announce the following prices effective from 22nd March, 1972

PRODUCT SIZE/PACK	Retail Selling Price* per retail pack p	Retail packs per std. pack	Std. pack terms unit value (t.u.)	Std. Prices ex-Wholesaler		Trade Prices per doz. ex. P. Tax				P. Tax per doz. on Rate A-D
				Price per doz. (Exc. Tax) £	P. Tax per doz. £	150-250 t.u. Rate A £	251-500 t.u. Rate B £	501-750 t.u. Rate C £	751 + t.u. Rate D £	
Anadin 4's	4	48	8	0.30	0.08	0.28	0.27	0.27	0.26	0.07
Anadin 8s'	7	48	13	0.50	0.13	0.45	0.44	0.44	0.43	0.12
Anadin 20's (shrink wrapped)	17	24	17	1.30	0.33	1.17	1.14	1.14	1.13	0.30
Anadin 20's (display outer)	17	24	17	1.30	0.33	1.17	1.14	1.14	1.13	0.30
Anadin 20's (shrink wrapped)	17	48	34	1.30	0.33	1.17	1.14	1.14	1.13	0.30
Anadin 50's (shrink wrapped)	31	6	7	2.37	0.60	2.14	2.09	2.08	2.07	0.54
Anadin 50's (shrink wrapped)	31	12	15	2.37	0.60	2.14	2.09	2.08	2.07	0.54
Anadin 100's	51	6	13	3.90	0.98	3.52	3.44	3.43	3.41	0.88
Anadin Composite Pack (Per Unit)	—	1	60	9.12	2.28	8.29	8.10	8.04	7.98	2.08
Anadin Cold Treatment	18	12	9	1.33	0.34	1.20	1.18	1.17	1.16	0.30
Anbesol for mouth ulcers	21	12	11	1.63	0.41	1.47	1.44	1.41	1.38	0.37
Anne French Cleansing Milk small	14	12	7	1.01	0.26	0.92	0.90	0.89	0.88	0.23
" " " " medium	24	12	11	1.75	0.44	1.59	1.55	1.54	1.53	0.40
" " " " large	44	6	11	3.17	0.80	2.89	2.83	2.81	2.77	0.73
Anne French Moisture Crm. Cleanser Tube	19	12	9	1.39	0.35	1.26	1.23	1.22	1.18	0.32
" " " " " Jar	30	6	7	2.20	0.55	2.00	1.95	1.93	1.87	0.50
Anne French Golden Tan Tubes	19	12	9	1.39	0.35	1.26	1.23	1.22	1.18	0.32
Bismag Powder standard	13	12	7	1.02	0.26	0.92	0.90	0.90	0.89	0.23
" " large	25	12	13	1.91	0.48	1.75	1.70	1.69	1.67	0.44
" Tablets 75's	15	12	8	1.12	0.28	1.02	1.00	0.99	0.98	0.26
" " 165's	25	12	13	1.91	0.48	1.75	1.70	1.69	1.67	0.44
Bisodol Powder standard	13	12	6	1.02	0.26	0.92	0.90	0.90	0.89	0.23
" " large	25	12	12	1.91	0.48	1.75	1.70	1.69	1.67	0.44
" Tablets 30's	14	12	7	1.06	0.27	0.96	0.94	0.93	0.92	0.24
" " 100's	32	6	8	2.42	0.61	2.20	2.14	2.13	2.11	0.55
" Rollmints	6	12	3	0.46	0.12	0.42	0.41	0.40	0.40	0.11
Compound W Wart Remover	17	12	8	1.30	0.33	1.17	1.14	1.13	1.10	0.30
Concern Feminine Deodorant Aerosol	35	12	17	2.50	0.63	2.28	2.22	2.19	2.12	0.57
Dristan Tablets 24's	26	12	16	2.35	—	2.11	2.05	2.03	1.99	—
" Nasal Mist	22	6	7	1.98	—	1.78	1.74	1.72	1.68	—
Fibrosine Balm	20	12	10	1.55	0.39	1.40	1.37	1.36	1.35	0.35
Freezone Corn Remover	16 $\frac{1}{2}$	12	8	1.23	0.31	1.14	1.11	1.10	1.07	0.29
Glow 5 Beauty Mask Sachet	10	24	9	0.75	0.19	0.68	0.66	0.65	0.63	0.17
" " 3 Sachet pack	22	12	11	1.60	0.40	1.46	1.42	1.40	1.36	0.37
Immac Cream Sachets	9	24	9	0.65	0.17	0.60	0.58	0.57	0.55	0.15
" " standard	24	12	11	1.76	0.44	1.59	1.55	1.53	1.49	0.40
" " large	38	6	9	2.75	0.69	2.52	2.44	2.40	2.33	0.63
" Lotion	33	6	8	2.40	0.60	2.18	2.12	2.10	2.04	0.55
" Aerosol	110	6	27	7.93	1.99	7.24	7.04	6.92	6.74	1.81
Kolynos Super White Dental Cream standard	12 $\frac{1}{2}$	12	7	0.95	0.24	0.87	0.84	0.84	0.83	0.22
" " " " " large	17 $\frac{1}{2}$	12	9	1.33	0.34	1.21	1.18	1.17	1.16	0.31
" Chlorophyll Toothpaste	12 $\frac{1}{2}$	12	7	0.95	0.24	0.87	0.84	0.84	0.83	0.22
" Fluoride " "	12 $\frac{1}{2}$	12	7	0.98	0.25	0.87	0.84	0.84	0.83	0.22
" Denture Fixative standard	14	12	9	1.25	—	1.13	1.10	1.10	1.09	—
" " " " " large	22	12	14	1.98	—	1.78	1.74	1.74	1.73	—
Pineate Honey Cough Syrup	18	6	5	1.38	0.35	1.24	1.22	1.22	1.20	0.31
Powerin Tablets 12's	15	12	8	1.19	0.30	1.04	1.03	1.02	1.01	0.26
" " 30's	29	6	7	2.20	0.55	2.02	1.95	1.93	1.87	0.51
Preparation H Ointment standard	25	12	13	1.90	0.48	1.72	1.68	1.66	1.61	0.43
" " " " " large	43	6	11	3.25	0.82	2.96	2.88	2.84	2.76	0.74
" " Suppositories 6's	20	12	10	1.51	0.38	1.37	1.33	1.32	1.28	0.35
" " " " " 12's	37	6	9	2.83	0.71	2.56	2.50	2.48	2.40	0.64
Sek Ointment	24	6	6	1.81	0.46	1.64	1.60	1.58	1.54	0.41
Targon Oil & Tar Remover	15	12	9	1.36	—	1.22	1.18	1.17	1.15	—

*Fixed price for medicinal products, recommended price for other goods.

All retail prices and tax rates shown above are operative from March 22nd. However, for your convenience, we are charging trade prices at the November 1st level up to and including March 31st, 1972 to clear orders in the pipeline. Our **new trade prices**, therefore, will apply from April 4th, 1972.

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